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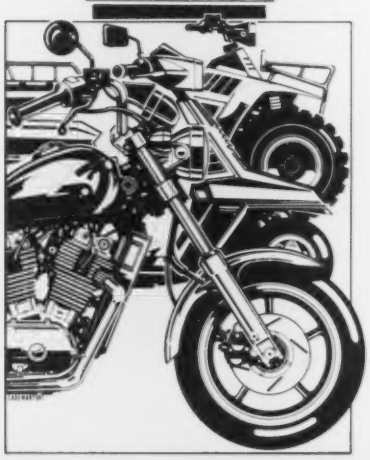
1987 MOTORCYCLE STATISTICAL ANNUAL

MIC
MOTORCYCLE INDUSTRY COUNCIL, INC.

1987 MOTORCYCLE STATISTICAL ANNUAL



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The cooperation of the many contributors to this annual is gratefully acknowledged. The source note below each table credits the various government and private organizations which have provided information for the Statistical Annual.

Cover and section illustrations by Hector Cademartori.

Additional copies may be obtained from the MIC Executive or Government Relations office.

Today it is estimated that 7.6 million motorcycles, scooters, and ATVs are in use in this country. In 1986 alone the motorcycle industry generated an estimated 6 9 billion dollars in consumer sales and services and state taxes and licensing in the U.S.

The motorcycle market experienced phenomenal growth during the 1960's and early 1970's. From 1960 to 1975 motorcycle registrations increased tenfold, while automobile registrations only doubled. By the early 1980's the motorcycle market had evolved into a stable and mature phase of growth. Some segments of the market, however, are showing strong growth as new products are introduced and marketing efforts are intensified.

Compared with automobiles, the low cost of owning and operating a motorcycle or scooter has attracted many buyers with no, or very little, previous riding experience. Since the early 1970's the motorcycle industry has been active in developing and implementing motorcycle rider education and licensing programs, and conducting safety research and public information programs through the Motorcycle Safety Foundation.

Motorcycles in the 1980's are cleaner in terms of air pollutants than motorcycles in the past. National exhaust emission controls for new motorcycles began in 1978. Although motorcycles contributed less than 1 percent of the total hydrocarbon emissions nationwide before controls, the motorcycle industry supported the adoption of uniform national standards to regulate exhaust emissions.

The motorcycle industry's continuing commitment to reduce sound levels in our environment has been demonstrated by the production of quiet motorcycles and aftermarket exhaust systems. Many new models are as quiet as new automobiles. With the support of the industry, the U.S. Environmental Protection Agency set uniform national noise standards for new motorcycles and mopeds produced after 1981. MIC actively assists noise enforcement authorities in cost-efficient programs for motorcycle noise control.

The MIC also sponsors a public service program for television, radio, magazines, and newspapers to encourage motorcycle rider responsibility in noise reduction and environmental protection. The theme is "Ride Aware-Show You Care."

The use of motorcycles and ATVs for off-highway recreation has grown significantly in the past ten years. The motorcycle industry and responsible riders understand that unrestricted vehicle use can damage certain fragile environments and that well managed facilities provide the best opportunity for off-highway recreation. The industry has been working with state and Federal government agencies to encourage intelligent land planning and management based on equitable multiple use which can benefit all outdoorsmen, including those who ride the 4.1 million motorcycles and ATVs used for off-highway recreation.

Each year the MIC receives countless inquiries for statistical data and trends within the motorcycle industry. The information in this publication has been gathered to provide a comprehensive, orderly and accurate source of motorcycle statistics in response to those numerous requests. We welcome your comments for future editions.

The Motorcycle Industry Council is a nonprofit national trade association representing manufacturers and distributors of motorcycles, all-terrain vehicles, scooters, mopeds, parts and accessories, and members of allied trades.

As a national, unified voice of the motorcycle industry, the MIC:

- *Develops and provides industry statistics and related information to legislators, regulatory agencies, other associations, companies, and interested individuals;*
- *Analyzes Federal and state legislative and regulatory actions, taking positive steps to promote effective law and reasonable regulations and to oppose those measures detrimental to our industry and sport;*
- *Promotes industry, dealer and consumer awareness directed at the reduction of motorcycle sound, the preservation of the environment, conservation of energy resources, and the safe and courteous operation of all vehicles;*
- *Conducts educational seminars in subject matters of interest to governmental agencies, member companies, motorcycle dealers and other concerned parties.*

Other publications and materials available through the MIC include:

Land Use and Technical Publications

- **Information Kits on Motorcycle Sound, Helmet Use, and Land Use**
- **Off-Highway and All-Terrain Vehicle Stationary Sound Test Manual**
- **"Managing Off-Road Motorcycle Use in a Desert Environment," 35mm Slide Presentation**
- **"Managing Trailbike Recreation in a Forest Environment," 35mm Slide Presentation**
- **"Motorcyclists As Volunteers," 35mm Slide or Video Tape Presentation**
- **"Motorcycle Noise—Off-Highway Enforcement," 35mm Slide Presentation**
- **Federal Equipment Standards for Motorcycles**
- **Federal Motor Vehicle Safety Standards Charts for Motorcycles & Mopeds**
- **State On-Highway Motorcycle Equipment Requirements Chart**
- **State Off-Highway Motorcycle Requirements Chart**

Research and Statistical Publications

- **Research and Statistics Information Kit**
- **New Motorcycle Imports, Wholesale Shipments, and Registrations**
- **Motorcycle Retail Sales and Population Estimates By Model**
- **Motorcycle Retail Outlet Profile Research**
- **Consumer Research on Motorcycle Ownership and Usage**

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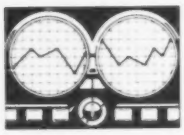
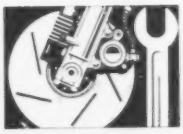
Contents



	Page
The Market Volume	**5-18**
U.S. Motorcycle Population by Model Type, Engine Displacement, Year	6
U.S. Motorcycle Population, Model Type by Engine Displacement	7
U.S. Motorcycle Population and Penetration by Region and State	8
Total Motorcycle Registrations by Year	9
Total Motorcycle Registrations by State	10
Economic Value of the Motorcycle Retail Marketplace by State	11
New Motorcycle Retail Sales by Model Type	12
U.S. Production, Import, Wholesale, New Registration Summary	13
U.S. Motorcycle Imports by Year, Country, Engine Displacement	14
New Motorcycle Wholesale Sales by Major Brands	15
New Motorcycle Registrations by State	16
New Motorcycle Registrations by Leading Brands	17
Motorcycle Scrappage and Operability Rate	18



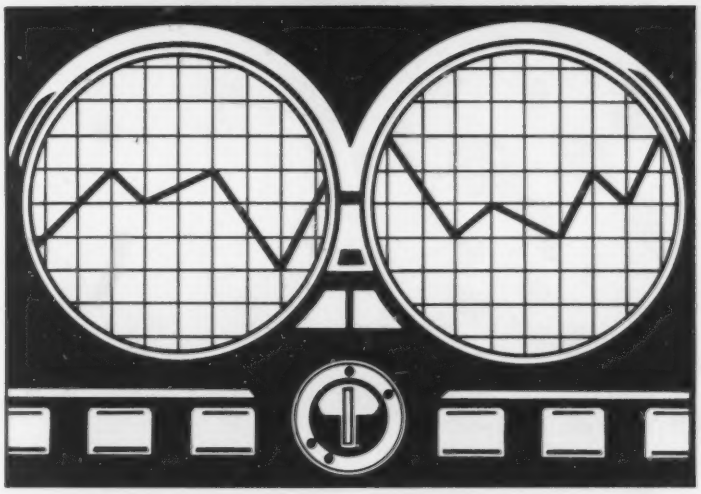
Manufacturers and Distributors	**19-22**
Profile of Major U.S. Motorcycle Manufacturers and Distributors	20
Other U.S. Motorcycle Manufacturers and Distributors	21-22

The Retail Marketplace	**23-26**
Motorcycle Retail Outlets, Employees, and Payroll	24
Motorcycle Outlet Retail Sales	25
Motorcycle Retail Outlet Profile	26

Motorcycle Usage	**27-40**
U.S. Motorcycle Usage On and Off-Highway by State	28
Public Land and Off-Highway Motorcycle Statistics by State	29
Miles Traveled, On and Off-Highway Mileage by Model Type	30
Miles Traveled by Model Type for On and Off-Highway	31
Average Annual Motorcycle Mileage	32
On-Highway Motorcycle Fuel Economy and Commuting	33
Motorcycle Rider Education Programs	34
State Motorcycle Rider Education Programs	35
State Motorcycle Operator Licensing Programs	36
State Motorcycle Operator Licensing Procedures	37
Motorcycle Accident Statistics by State	38
State Motorcycle Equipment Requirements	39
State Off-Highway Motorcycle Requirements	40

The Motorcycle Owner	**41-43**
Number of Owners, Sex, Marital Status, Age, Education	42
Owner Occupation, Income, Riding Experience, Motorcycle Ownership	43

Other National Motorcycle Organizations	**44**
Index	**46**



The Market Volume

U.S. MOTORCYCLE POPULATION BY MODEL TYPE, ENGINE DISPLACEMENT, AND YEAR

In 1986 there were an estimated 7.63 million motorcycles, scooters and all-terrain vehicles (ATVs) in use in the United States, compared to an estimated 7.70 million in 1985.

Of the total population in 1986, 48.5% were *on-highway* motorcycles and scooters, 41.0% were *off-highway* motorcycles and ATVs, and 10.5% were *dual purpose* motorcycles. The off-highway and ATV segment increased as a portion of the market in 1986 compared to 1985, while the on-highway and dual purpose segments decreased.

Of all motorcycles, scooters and ATVs in use, it is estimated that just over half (55.8%) have an engine displacement less than 350 cubic centimeters. About three fifths (63.2%) of the estimated population were purchased new during the last five years.

ESTIMATED U.S. MOTORCYCLE POPULATION MODEL TYPE, ENGINE DISPLACEMENT, AND YEAR

	1986		1985	
	Number of Motorcycles	% of Total	Number of Motorcycles	% of Total
Model Type*				
On-Highway	3,700,000	48.5%	3,800,000	49.3%
Off-Highway	3,130,000	41.0%	2,900,000	37.7%
Dual Purpose	800,000	10.5%	1,000,000	13.0%
	7,630,000	100.0%	7,700,000	100.0%
Engine Displacement				
Under 125 cc	1,478,900	19.4%	1,496,200	19.4%
125-349 cc	2,779,200	36.4%	2,685,700	34.9%
350-449 cc	575,700	7.5%	631,000	8.2%
450-749 cc	1,335,100	17.5%	1,330,900	17.3%
Over 749 cc	1,461,100	19.2%	1,556,200	20.2%
	7,630,000	100.0%	7,700,000	100.0%
Year Sold New				
1986	1,010,300	13.3%	—	—
1985	1,158,000	15.2%	1,209,900	15.7%
1984	1,132,900	14.9%	1,199,700	15.6%
1983	861,000	11.5%	969,000	12.6%
1982	634,600	8.3%	715,500	9.3%
1981	611,800	8.0%	703,800	9.1%
1980	494,300	6.5%	599,500	7.8%
1979	375,800	4.9%	495,500	6.4%
1978	251,200	3.3%	336,300	4.4%
1977	224,700	2.9%	297,900	3.9%
1976	167,900	2.2%	236,300	3.1%
1975	100,100	1.3%	147,000	1.9%
Prior to 1975	587,400	7.7%	789,600	10.2%
	7,630,000	100.0%	7,700,000	100.0%

NOTE: The 1986, 1985, and revised 1984 figures are comparable only to the 1980 and revised 1979 estimates.

* **Model Type Definition:**

On-Highway: Motorcycles certified by the manufacturer as being in compliance with the Federal Motor Vehicle Safety Standards (FMVSS), and designed for use on public roads. *Includes scooters and excludes mopeds and nopeds* (limited speed motor-driven cycles under 50 cc, without fully operative pedals).

Off-Highway: Motorcycles and all-terrain vehicles (ATVs) not certified by the manufacturer to be in compliance with FMVSS. *Includes three and four-wheeled ATVs (2,300,000 in 1986 and 2,000,000 in 1985).*

Dual Purpose: Motorcycles certified by the manufacturer as being in compliance with FMVSS, and designed with the capability for use on public roads as well as off-highway recreational use.

Source: 1985 and 1986 Estimated Motorcycle Population, Motorcycle Industry Council, Inc., Costa Mesa, CA.

U.S. MOTORCYCLE POPULATION, MODEL TYPE BY ENGINE DISPLACEMENT

On-highway motorcycles tend to have relatively large engines. In 1986, almost three fourths (72%) of the on-highway motorcycles in use had an engine displacement over 449 cc's.

The off-highway segment, including competition motorcycles and all-terrain vehicles (ATVs), is dominated by relatively small engines. In 1986 nearly all (94%) of the off-highway motorcycles and ATVs in use had an engine displacement less than 350 cc's.

Dual purpose motorcycles also tend to have relatively small engines. More than eight in every ten (83%) of the dual purpose motorcycles in use in 1986 had an engine displacement less than 350 cc's.

ESTIMATED U.S. MOTORCYCLE POPULATION MODEL TYPE BY ENGINE DISPLACEMENT

	1986		1985	
	Number of Motorcycles	% of Total	Number of Motorcycles	% of Total
Model Type				
On-Highway	3,700,000	100.0%	3,80[illegible],000	100.0%
Under 125 cc	337,900	9.1%	262,300	6.9%
125-349 cc	328,800	8.9%	326,100	8.6%
350-449 cc	381,900	10.3%	481,300	12.7%
450-749 cc	1,190,300	32.2%	1,174,100	30.9%
Over 749 cc	1,461,100	39.5%	1,556,200	40.9%
Off-Highway	3,130,000	100.0%	2,900,000	100.0%
Under 125 cc	871,200	27.8%	892,300	30.8%
125-349 cc	2,059,000	65.8%	1,856,500	64.0%
350-449 cc	141,600	4.5%	81,000	2.8%
450-749 cc	58,200	1.9%	70,200	2.4%
Over 749 cc	0	0.0%	0	0.0%
Dual Purpose	800,000	100.0%	1,000,000	100.0%
Under 125 cc	269,800	33.8%	341,600	34.1%
125-349 cc	391,400	48.9%	503,100	50.3%
350-449 cc	52,200	6.5%	68,700	6.9%
450-749 cc	86,600	10.8%	86,600	8.7%
Over 749 cc	0	0.0%	0	0.0%

NOTE: The 1986, 1985, and revised 1984 estimates are comperable only to the 1980 and revised 1979 estimates.

On-highway includes scooters, but excludes mopeds and nopeds. Off-highway includes three and four-wheeled all-terrain vehicles (2,300,000 in 1986 and 2,000,000 in 1985). See page 6 for model type definitions.

Source: 1986 and 1985 Estimated Motorcycle Population, Motorcycle Industry Council, Inc., Costa Mesa, CA.

U.S. MOTORCYCLE POPULATION AND PENETRATION BY REGION AND STATE

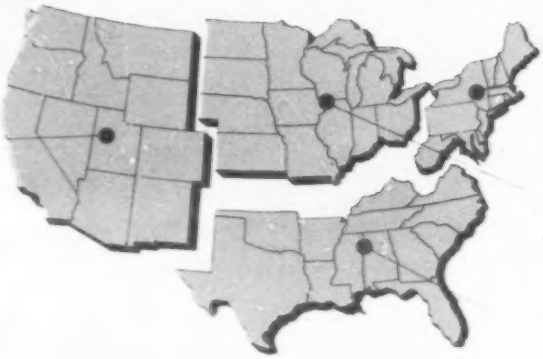
On a regional basis the greatest number of motorcycles, scooters and ATVs in use in 1986 were in the South and the Midwest. Although the West ranked third in motorcycle, scooter and ATV population, California was, by far, the nation's leading state, where one in every eight (12%) of the nation's motorcycles, scooters and ATVs were owned.

In 1986 there were an estimated 3.2 motorcycles, scooters and ATVs owned by every 100 persons living in the United States. Regionally, penetration was highest in the West where 3.9 vehicles were owned for every 100 residents, and lowest in the East where 2.4 vehicles were owned for every 100 residents.

Nearly one third (32%) of the nation's motorcycle, scooter and ATV population was owned in the five leading states, California, Texas, New York, Ohio and Michigan.

1986 ESTIMATED U.S. MOTORCYCLE POPULATION AND PENETRATION BY REGION

WEST
1,894,000 motorcycles, scooters & ATVs
3.9 vehicles per 100 persons
(Alaska and Hawaii included in West)



EAST
1,359,400 motorcycles, scooters & ATVs
2.4 vehicles per 100 persons

MIDWEST
2,025,500 motorcycles, scooters & ATVs
3.4 vehicles per 100 persons

SOUTH
2,351,100 motorcycles, scooters & ATVs
3.1 vehicles per 100 persons

1986 ESTIMATED U.S. MOTORCYCLE POPULATION AND PENETRATION BY STATE

State	Motorcycle Population	Motorcycle Population by Model Type			Motorcycle Penetration Per 100 Population
		On-Hwy.	Off-Hwy.	Dual Purpose	
Alabama	155,700	56,400	80,500	18,800	3.8
Alaska	41,700	6,700	29,900	5,100	7.8
Arizona	131,000	51,800	66,300	12,900	3.9
Arkansas	133,900	38,000	82,700	13,200	5.6
California	940,100	484,200	351,200	104,700	3.5
Colorado	117,200	55,900	42,300	19,000	3.6
Connecticut	81,000	51,400	23,600	6,000	2.5
Delaware	14,200	7,100	6,000	1,100	2.2
D.C.	1,500	1,500	0	0	0.2
Florida	298,200	158,600	107,700	31,900	2.6
Georgia	192,700	75,700	96,300	20,700	3.2
Hawaii	Not Available				
Idaho	66,700	19,600	30,300	16,800	6.7
Illinois	271,700	171,000	74,100	26,600	2.4
Indiana	199,500	112,300	70,900	16,300	3.6
Iowa	151,700	104,100	33,900	13,700	5.3
Kansas	87,100	48,500	28,200	10,400	3.5
Kentucky	95,500	37,300	47,300	10,900	2.6
Louisiana	170,000	55,800	101,300	12,900	3.8
Maine	62,000	31,300	26,000	4,700	5.3
Maryland	92,100	54,900	28,600	8,600	2.1
Mass.	121,000	76,400	37,800	6,800	2.1
Michigan	310,900	149,700	136,700	24,500	3.4
Minnesota	184,900	93,500	74,700	16,700	4.4
Mississippi	95,600	26,500	60,900	8,200	3.6
Missouri	151,700	60,300	78,400	13,000	3.0

State	Motorcycle Population	Motorcycle Population by Model Type			Motorcycle Penetration Per 100 Population
		On-Hwy.	Off-Hwy.	Dual Purpose	
Montana	47,900	14,000	22,300	11,600	5.8
Nebraska	66,500	31,100	26,300	9,100	4.2
Nevada	38,100	15,200	18,100	4,800	4.0
N.H.	59,800	33,300	22,900	3,600	5.8
New Jersey	142,800	81,400	50,000	11,200	1.9
New Mexico	58,500	25,200	23,300	10,000	4.0
New York	350,300	201,700	125,400	23,200	2.0
N.C.	167,300	71,600	80,800	14,900	2.6
N.D.	38,300	16,900	15,200	6,200	5.6
Ohio	325,700	190,500	114,400	20,800	3.0
Oklahoma	133,600	55,400	55,300	22,900	4.0
Oregon	126,400	50,400	60,000	16,000	4.7
Penn.	307,400	146,400	131,000	30,000	2.6
R.I.	25,000	18,400	4,800	1,800	2.6
S.C.	74,800	39,700	28,700	6,400	2.2
S.D.	37,000	18,100	13,500	5,400	5.2
Tennessee	180,600	63,900	95,900	20,800	3.8
Texas	501,200	238,800	205,800	56,600	3.0
Utah	111,700	31,900	57,800	22,000	6.7
Vermont	23,600	10,900	10,700	2,000	4.4
Virginia	152,000	80,200	56,500	15,300	2.6
Washington	185,100	86,500	72,600	26,000	4.1
W. Virginia	78,900	22,000	46,200	10,700	4.1
Wisconsin	200,500	119,500	61,500	19,500	4.2
Wyoming	29,600	8,500	15,400	5,700	5.8
U.S. Total	7,630,000	3,700,000	3,130,000	800,000	3.2

Note: Includes scooters and ATVs, and excludes mopeds and nopeds. See page 6 for model type definitions.
The 1986, 1985 and revised 1984 state estimates are comparable only to the 1980 and revised 1979 estimates.

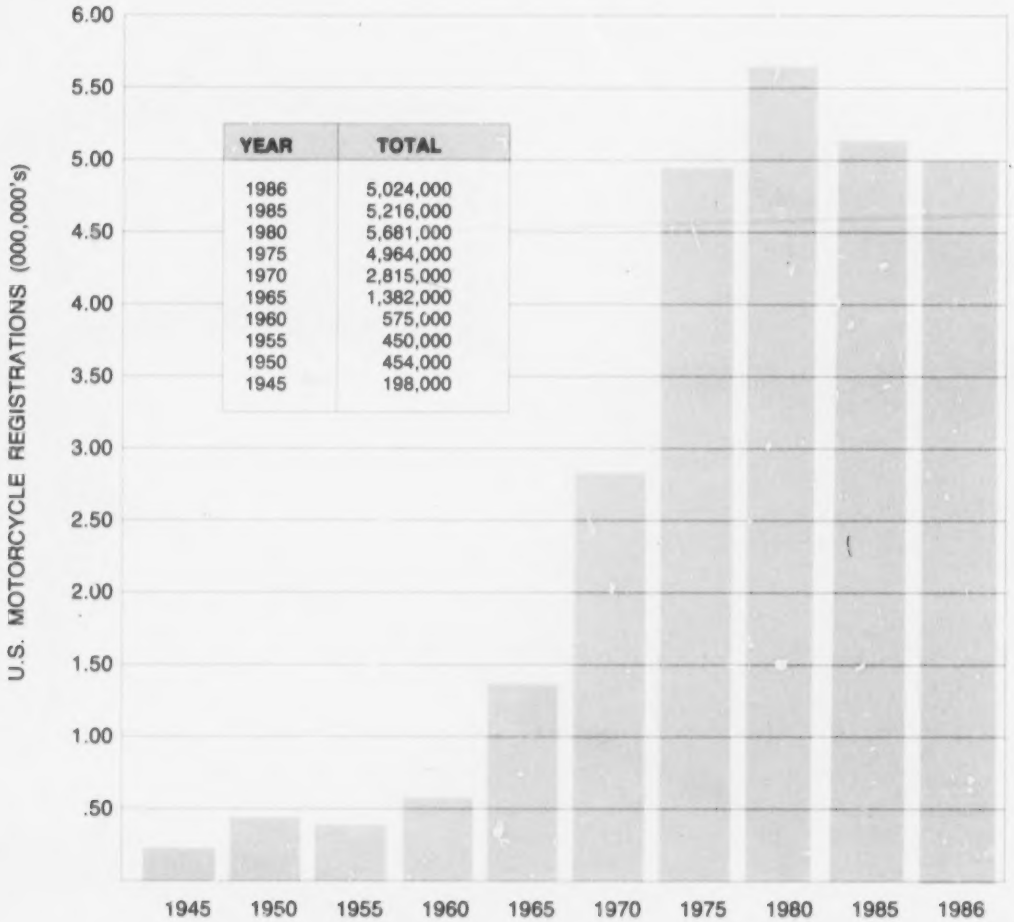
Source: 1986 Estimated Motorcycle Population, Motorcycle Industry Council, Inc., Costa Mesa, CA.
Estimates of the Resident Population of States, July 1, 1985 and 1986, U.S. Department of Commerce, Bureau of the Census.

TOTAL MOTORCYCLE REGISTRATIONS BY YEAR

Of the 7.6 million motorcycles, scooters, and ATVs in use in the United States, an estimated 5.0 million, or 66%, were registered for use on public roads in 1986. In order to be registered for use on public roads, motorcycles must be in compliance with the Federal Motor Vehicle Safety Standards and the state motorcycle equipment requirements. The equipment requirements for street registered motorcycles are summarized on page 39. A few states, however include the titling of off-highway motorcycles and ATVs in their registration files.

The motorcycle industry experienced phenomenal growth during the 1960's and 1970's. Since 1960 motorcycle registrations increased almost tenfold, while automobile registrations have only doubled.

U.S. TOTAL MOTORCYCLE REGISTRATIONS, 1945-1986



YEAR	TOTAL
1986	5,024,000
1985	5,216,000
1980	5,681,000
1975	4,964,000
1970	2,815,000
1965	1,382,000
1960	575,000
1955	450,000
1950	454,000
1945	198,000

Source: U.S. Department of Transportation, Federal Highway Administration for 1945-1975 motorcycle registrations. Motorcycle Safety Foundation, Costa Mesa, California for 1980 and subsequent year motorcycle registrations.

TOTAL MOTORCYCLE REGISTRATIONS BY STATE

In 1986 motorcycle registrations accounted for 3.2% of all motor vehicles registered for use on public roads in the United States.

Regionally, the greatest portion of the nation's motorcycle registrations (32%) occurred in the Midwest. The West (27%) was second in motorcycle registrations, followed by the South (23%). The East (18%) reported the smallest portion of U.S. motorcycle registrations.

The five leading states, California, Ohio, Illinois, Texas and Florida, accounted for one third of the estimated 5.0 million motorcycles registered in 1986.

U.S. TOTAL MOTORCYCLE REGISTRATIONS BY STATE, 1977-1986

State	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
Alabama	71,710	66,178	74,426	73,978	75,220	70,960	71,333	71,502	66,176	62,562
Alaska	13,290	12,249	9,607	10,651*	8,888	10,897*	15,087	15,094	14,432	14,103
Arizona	65,143	69,171	76,637	81,846	86,216	84,776	76,716	84,093*	78,430	78,233
Arkansas	31,351	31,399	33,462	34,106	30,388	25,938	23,768	28,119	28,844	28,844
California	678,538	662,884	729,181	737,774	731,310	645,000	695,813	695,251	702,782	699,239
Colorado	105,819	118,753	117,593	115,500*	121,510*	119,079	120,000*	120,000*	110,562	107,660
Connecticut	70,049	73,109	73,963	77,456	80,470	79,932	80,317	79,854	61,242	60,964
Delaware	8,137	8,565	11,508	8,261	8,348	8,216	8,538	8,573*	8,360	8,124
Dist. of Col.	3,971	3,525	3,573	5,339	5,768	5,896	5,514*	5,599*	3,385	5,608*
Florida	93,337	152,935	220,465	197,541	225,441	221,571	224,965	221,339	239,840	216,025*
Georgia	98,188	102,620	105,058	118,453	112,517	110,795*	110,795*	114,234	89,556	84,543
Hawaii	6,299	6,321	6,635	9,696	10,700	11,317	8,563	10,199	10,607	11,055
Idaho	44,650	46,715	51,417	56,287	55,975	53,302	52,124	50,595	47,854	47,019
Illinois	238,645	247,795	281,406	289,436	305,727	285,188	295,655	309,807*	241,105	250,829*
Indiana	153,154	154,330	167,067	179,741	172,574	160,071	138,916	135,729	133,232	135,729
Iowa	160,124	174,764	204,133	219,221	233,172	234,985	238,687	183,687	188,277	172,444
Kansas	85,190	84,832	95,105	92,218	140,677	106,566	83,587	83,744	78,739	73,890
Kentucky	61,405	60,989	62,132	62,057*	65,000	60,958	58,357	50,355	38,799	38,497
Louisiana	68,966	72,420	76,393	75,000*	75,000*	109,312	92,740	104,000	113,667	89,700
Maine	32,797	35,356	42,947	38,133	39,857	38,872	38,872	40,351	37,950	37,246
Maryland	69,191	68,325	77,029	74,250	80,289	78,829	74,406	71,761	70,500	74,891
Massachusetts	86,240	83,854	100,506	98,935*	100,369	108,410*	93,405	103,000	94,999	85,000
Michigan	261,090	242,400	251,290	254,129	243,858	230,794	219,929	200,609	203,226	185,993
Minnesota	149,008	137,220	177,548	157,815	166,151	159,345	155,502	153,851	151,449	141,261
Mississippi	27,986	28,989	24,504	22,059	29,273	29,068	28,198	26,116	25,653*	25,621*
Missouri	95,099	87,053	100,922	118,284	142,488	117,787	109,154	111,106	98,766	78,533
Montana	46,784	54,051	61,000	35,100*	35,470	45,702	32,761*	37,371*	35,119*	27,493
Nebraska	50,446	49,960	54,967	52,149	50,371	47,887	47,172	46,532	42,548	33,077
Nevada	19,961	20,667	23,084	19,958	21,008	21,940	26,062	20,780	20,013	18,899
New Hampshire	27,852	41,370	32,883	44,815	43,462	49,196*	49,756*	35,543	36,421	36,007
New Jersey	91,087	89,741	102,318	102,425*	106,753*	114,112*	115,964*	115,303	95,500	116,602*
New Mexico	38,885	42,691	46,947	50,576	52,810	58,587	58,217	56,148	52,236	42,152
New York	132,376	144,438	179,042	208,727	160,619	157,792	163,740	174,911	216,688	214,893
North Carolina	104,216	97,256	103,751	114,515	110,156*	110,000	69,616	67,615	67,632	64,129
North Dakota	26,063	27,075	28,165	29,613	31,115	31,312	32,134	31,480	30,596	28,118
Ohio	253,686	239,490	267,100	285,600*	185,678*	277,143	290,799	280,297	277,487	304,128
Oklahoma	110,035	114,108	124,925	125,380	129,704	137,369*	127,800	105,963	104,457	68,093
Oregon	84,822	74,276	81,267	90,301	92 316	90,261	89,956	78,166	89,886	87,105
Pennsylvania	183,539	183,045	217,757	269,565	190,480*	227,752	208,925	207,170	201,069	190,345
Rhode Island	24,892	24,333	23,428	22,442*	23,789*	22,895	27,853	27,907	27,454	27,155
South Carolina	41,293	35,411	37,450	38,875	42,257	35,028	36,130	37,119	37,119	36,074
South Dakota	26,636	27,667	31,178	35,045	38,265	38,418	39,255	38,956	37,905	36,036
Tennessee	86,653	82,888	85,251	84,121	83,179	83,269	79,821	100,879	85,985*	114,071
Texas	285,735	218,966	291,510	310,000*	300,330	312,924*	334,681	306,578	277,551	248,411*
Utah	53,168	52,507	61,844	63,153	66,653*	66,934*	64,758	67,603*	71,923*	53,000
Vermont	16,862	18,205	20,826	23,293	29,449*	21,812	21,347	25,724*	23,415	23,048
Virginia	75,688	72,175	79,492	80,518	87,951	80,515	79,039	81,825	83,920	79,037
Washington	115,441	106,978	131,341	135,899	139,931	131,667	127,950	136,679*	125,224	122,751
West Virginia	56,429	47,130	37,605	39,518	37,680	37,680	31,789	33,432	32,270	31,992
Wisconsin	133,173	143,661	185,206	191,725	190,961	188,863	185,685	190,612	188,331	186,020
Wyoming	16,051	17,857	19,606	19,900*	20,763*	21,937	22,401	22,282	16,760	21,500
TOTAL	4,881,150	4,858,707	5,502,450	5,681,479	5,618,336	5,578,859	5,484,552	5,405,453	5,215,941	5,023,749

Note: See footnote on page 38 for types of vehicles included in 1986 state total motorcycle registrations. *Estimated

Source: U.S. Department of Transportation, Federal Highway Administration for total registrations prior to 1980. Motorcycle Safety Foundation, Costa Mesa, California for 1980 and subsequent years.

ECONOMIC VALUE OF THE MOTORCYCLE RETAIL MARKETPLACE BY STATE

In 1986 the motorcycle industry generated an estimated $6.87 billion in consumer sales and services and state taxes and licensing, of which $2.55 billion, or 37.1% is attributed to retail sales of new motorcycles, scooters, and ATVs.

In addition to this $6.87 billion generated by the retail marketplace, major contributions to the economic value of the industry in personnel salaries, product advertising, corporate and personal income taxes, etc., are made by the manufacturers and distributors of new motorcycles, scooters and ATVs, parts and accessories, and the trades allied to the industry.

1986 ESTIMATED ANNUAL ECONOMIC VALUE OF THE MOTORCYCLE RETAIL MARKETPLACE BY STATE

State	1986 Estimated Annual* Economic Value of the Retail Marketplace	1986 Estimated Retail Sales of New Motorcycles		State	1986 Estimated Annual* Economic Value of the Retail Marketplace	1986 Estimated Retail Sales of New Motorcycles	
	$000's	Units	$000's		$000's	Units	$000's
Alabama	$ 132,900	24,120	$ 51,830	Montana	$ 30,060	4,490	$ 10,520
Alaska	32,740	4,960	11,460	Nebraska	42,840	6,440	15,850
Arizona	127,780	19,840	46,000	Nevada	37,000	5,070	12,950
Arkansas	103,780	16,400	37,360	New Hampshire	73,510	9,880	27,200
California	962,700	144,150	349,490	New Jersey	147,030	21,450	55,870
Colorado	92,920	12,480	33,450	New Mexico	43,740	6,030	15,310
Connecticut	84,330	12,040	32,890	New York	351,420	51,870	133,540
Delaware	15,970	2,260	5,590	North Carolina	181,350	29,980	67,100
Dist. of Col.	3,230	460	1,130	North Dakota	20,230	2,590	7,080
Florida	254,790	41,730	96,820	Ohio	319,080	45,590	121,250
Georgia	180,720	33,570	70,480	Oklahoma	56,060	8,560	19,620
Hawaii	Not Avail.	Not Avail.	Not Avail.	Oregon	113,870	19,040	43,270
Idaho	52,510	7,860	18,380	Pennsylvania	305,790	45,760	116,200
Illinois	246,610	35,500	93,710	Rhode Island	23,000	3,180	8,050
Indiana	184,320	26,660	68,200	South Carolina	61,540	9,460	21,540
Iowa	85,650	13,340	34,260	South Dakota	22,230	2,850	7,780
Kansas	57,370	8,120	20,080	Tennessee	165,240	27,470	61,140
Kentucky	93,250	15,680	33,570	Texas	369,940	56,010	130,590
Louisiana	101,920	17,040	36,690	Utah	80,330	12,170	28,920
Maine	63,800	8,300	22,330	Vermont	24,950	3,410	9,230
Maryland	95,440	14,050	37,220	Virginia	159,700	23,330	59,090
Massachusetts	151,740	20,910	59,180	Washington	137,220	22,730	49,400
Michigan	316,790	48,370	120,380	West Virginia	97,170	15,160	34,980
Minnesota	146,430	20,310	54,180	Wisconsin	178,650	24,460	66,100
Mississippi	72,920	12,790	26,980	Wyoming	20,830	3,010	7,290
Missouri	148,610	24,070	56,470	U.S. Total	$6,872,000	1,045,000	$2,548,000

Note: The 1986 figures above are not comparable to prior year estimates due to retail sales and population revisions. See page 12 for updated retail sales estimates for prior years.

New motorcycle retail sales include all-terrain vehicles, scooters, and nopeds (limited speed motor-driven cycles under 50cc which are not generally defined by state as mopeds). Excludes mopeds. New motorcycle retail sales dollars based on the manufacturers "suggested retail price" per model as published in the MIC Manufacturers Shipment Reporting System.

*The 1986 estimated annual economic value of the retail marketplace includes retail sales of motorcycles, scooters, and ATVs (new and used) and parts and accessories, dealer servicing, product advertising, vehicle financing charges, insurance premiums, dealer personnel salaries, state sales and dealer personal income taxes, and vehicle registration fees. Revenues from industry publications, corporate income taxes, personal income tax from non-dealer salaries, motorcycle and aftermarket manufacturer and distributor personnel salaries and advertising, and special events attendance are not included.

Source: "1986 Estimated Retail Sales of New Motorcycles" for each state was derived by the Motorcycle Industry Council from the MIC Manufacturers Shipment Reporting System, adjusted for retail sales. "1986 Estimated Annual Economic Value of the Motorcycle Retail Marketplace" was derived by the Motorcycle Industry Council from the percent of the annual industry economic value represented by the estimated retail sales dollars for new motorcycles in a sample of states.

NEW MOTORCYCLE RETAIL SALES BY MODEL TYPE

In 1986, estimated retail sales of new motorcycles, scooters, and ATVs were 1,045,000 units, valued at 2.5 billion dollars.

Off-highway motorcycles and ATVs totalled an estimated 590,000 units, or just over one half (56%) of the new retail sales units in 1986. An estimated 465,000 of these off-highway retail sales units were ATVs. Off-highway retail sales accounted for 1.2 billion dollars, or 46% of the total retail sales dollars.

New retail unit sales of on-highway motorcycles and scooters were 425,000 in 1986, or 41% of the total retail sales. On-highway retail sales accounted for 1.3 billion dollars, over half (52%) of the retail dollars in 1986. Dual purpose motorcycles represented 30,000 new unit sales and 53 million retail dollars in 1986.

ESTIMATED NEW RETAIL SALES BY MODEL TYPE, 1970-1986

Year	Total		On-Highway		Off-Highway		Dual Purpose	
	Units	Retail $	Units	Retail $	Units	Retail $	Units	Retail $
	(000's)	(000,000's)	(000's)	(000,000's)	(000's)	(000,000's)	(000's)	(000,000's)
1970	1,010	$ N/A	333	$ N/A	199	$ N/A	478	$ N/A
1971	1,240	N/A	472	N/A	226	N/A	542	N/A
1972	1,360	1,027	564	591	233	101	563	335
1973	1,520	1,250	655	719	292	161	573	370
1974	1,200	1,285	489	739	244	171	467	375
1975	940	1,209	451	819	247	188	242	202
1976	1,050	1,298	491	853	260	200	299	245
1977	1,080	1,487	568	1,015	283	287	229	185
1978	975	1,432	482	1,005	326	276	167	151
1979	1,085	1,752	606	1,277	332	321	147	154
1980	1,070	1,971	654	1,526	313	330	103	115
1981	1,065	2,160	614	1,621	370	446	81	93
1982	990	1,991	520	1,389	415	528	55	74
1983	1,185	2,353	550	1,468	580	811	55	74
1984	1,305	2,838	550	1,691	700	1,061	55	86
1985	1,260	2,787	520	1,508	695	1,207	45	72
1986	1,045	2,548	425	1,325	590	1,170	30	53

Note: See page 6 for model type definitions.

On-Highway includes scooters and nopeds, and excludes mopeds. Estimated 1982-86 scooter retail sales units are as follows:
1982 — 15,000 1983 — 25,000 1984 — 65,000 1985 — 115,000 1986 — 120,000. Estimates prior to 1982 are not available.

Off-Highway includes three and four-wheeled ATVs and competition motorcycles. 1982-1986 estimated ATV retail unit sales are as follows:
1982 — 250,000 1983 — 425,000 1984 — 550,000 1985 — 550,000 1986 — 465,000. Estimates prior to 1982 are not available.

Retail $ — The estimated retail dollar volume is based on the manufacturer's "suggested retail price" per model as published in the MIC Manufacturers Shipment Reporting System.

Source: Units — MIC estimate derived from motorcycle import, production, wholesale, inventory, and registration statistics.
Retail Dollars — Based on the manufacturer's "suggested retail price" as published in the MIC Manufacturers Shipment Reporting System.

U.S. PRODUCTION, IMPORT, WHOLESALE, AND NEW REGISTRATION SUMMARY

In 1986, an estimated 105,000 motorcycles and ATVs were manufactured in the U.S. 1986 motorcycle and scooter imports totalled 550,000 units, and ATV imports totalled an estimated 498,000 units. Wholesale sales of new motorcycles, scooters, and ATVs to dealers in 1986 were an estimated 990,000 units, valued at 1.92 billion dollars. New registrations of on-highway motorcycles, scooters, and some off-highway motorcycles and ATVs equalled 631,000 in 1986.

U.S. production, imports, wholesale sales, and new registrations are summarized below from 1970 to 1986, and in greater detail on the following pages.

U.S. PRODUCTION, IMPORT, WHOLESALE, AND NEW REGISTRATION SUMMARY, 1970-1986

Year	Estimated U.S. Production	U.S. Motorcycle Imports		Estimated U.S. ATV Imports	Estimated Wholesale Sales		New Registrations
	Units	Units	Dollars	Units	Units	Dollars	Units
	(000's)	(000's)	(000,000's)	(000's)	(000's)	(000,000's)	(000's)
1970	35	1,091	$ 308	N/A	1,040	$ 467	N/A
1971	25	1,539	495	N/A	1,340	670	928
1972	35	1,690	697	N/A	1,400	801	1,006
1973	45	1,206	570	N/A	1,580	980	1,190
1974	40	1,543	911	N/A	1,200	977	1,024
1975	40	948	711	N/A	910	900	747
1976	80	659	466	N/A	1,050	1,006	783
1977	110	860	588	N/A	1,100	1,140	849
1978	80	935	797	N/A	1,000	1,160	797
1979	120	887	870	N/A	1,090	1,405	886
1980	130	1,120	1,142	N/A	1,190	1,750	876
1981	125	1,057	1,314	N/A	1,155	1,890	828
1982	100	917	1,110	N/A	1,025	1,609	726
1983	100	540	697	N/A	1,260	2,015	811
1984	155	441	523	635	1,400	2,354	772
1985	130	733	783	683	1,290	2,281	722
1986	105	550	763	498	990	1,915	631

Note: Production — Includes motorcycles, scooters, and three and four-wheeled ATVs if manufactured in the U.S.

Motorcycle Imports — Includes motorcycles, scooters, and nopeds; ATVs and mopeds not included. Dollar value equals dutiable value for 1970-1979 and C.I.F. value for 1980 and subsequent years.

ATV Imports — Includes three and four-wheeled ATVs. ATVs manufactured in the U.S. not included.

Wholesale Sales — Includes motorcycles, scooters, nopeds, and three and four-wheeled ATVs. The wholesale dollar volume is based on the lowest price at which the vehicle is sold to dealers f.o.b. point of U.S. manufacture or point of entry. This wholesale price does not consider dealer discounts, special promotional allowances, rebates, or other incentives.

New Registrations — Includes first-time registrations of motorcycles, scooters, nopeds, and some off-highway motorcycles and ATVs for the three most current model years. Oklahoma not available. Incomplete Ohio registrations estimated for 1974. 1978 and subsequent years include California off-highway registrations. New York registrations not available from October 1983-December 1984.

Source: Production — MIC estimate derived from R.L. Polk & Co. new motorcycle registrations and information offered by the U.S. distributors.
Imports — U.S. Dept. of Commerce and U.S. Motorcycle Imports and U.S. Moped, Motor Scooters, 3 & 4 Wheeler Imports, Werner C. Single, Foreign Trade Services, W. New York, New Jersey.
Wholesale Sales — MIC Manufacturers Shipment Reporting System for major distributors and MIC estimate for scooters and other brands.
New Registrations — New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L. Polk & Co.

U.S. MOTORCYCLE IMPORTS BY YEAR, COUNTRY, AND ENGINE DISPLACEMENT

In 1986, 550,000 motorcycles and scooters with a dutiable value of $763 million were imported into the United States. Of these units imported, 97.3% were from Japan, 2.5% from European countries, and 0.2% from other countries. In addition to these motorcycles and scooters, 23,000 mopeds or motorized bicycles were imported in 1986, primarily from European countries. All-terrain vehicles are not included.

The imports with relatively small engines, less than 191 cc displacement, represented 44% of the total units imported, but only 20% of the total dutiable dollar value. Imports with relatively large engines, over 490 cc displacement, represented 29% of the units imported and 51% of the total dutiable dollar volume in 1986.

U.S. MOTORCYCLE IMPORTS BY COUNTRY, 1980-1986

	1980	1981	1982	1983	1984	1985	1986
Japan							
Units	1,072,856	1,032,520	897,861	522,573	417,824	710,959	535,028
$ Value	$1,091,699,966	$1,270,949,357	$1,079,362,753	$ 666,284,854	$ 482,238,238	$ 737,814,137	$ 724,051,178
European Countries							
Units	40,455*	22,112*	16,100*	13,597*	17,397*	21,178*	13,748*
$ Value	$ 44,199,496	$ 39,213,065	$ 27,977,592	$ 29,266,634	$ 38,296,805	$ 42,816,389	$ 38,261,208
All Others							
Units	6,905*	2,081*	3,242*	4,043*	6,199*	1,201*	893*
$ Value	$ 6,036,560	$ 3,624,403	$ 2,827,574	$ 1,633,326	$ 2,851,599	$ 2,455,798	$ 451,164
Total							
Units	1,120,216*	1,056,713*	917,203*	540,213*	441,420*	733,338*	549,669*
$ Value	$1,141,936,022	$1,313,786,825	$1,110,167,919	$ 697,184,814	$ 523,386,642	$ 783,086,324	$ 762,763,550

SCOOTERS INCLUDED; ATVs EXCLUDED. Dollar Value = C.I.F. Value.

U.S. MOTORCYCLE IMPORTS BY ENGINE DISPLACEMENT, 1980-1986

	1980	1981	1982	1983	1984	1985	1986
Under 191 cc							
Units	418,829*	313,944*	312,891*	175,212*	191,856*	355,670*	241,250*
$ Value	$ 189,667,483	$ 154,771,771	$ 152,019,038	$ 94,634,569	$ 97,761,171	$ 176,053,176	$ 152,153,709
191-490 cc							
Units	316,596	249,586	182,948	75,321	67,792	164,493	148,941
$ Value	$ 307,104,651	$ 259,816,032	$ 198,421,920	$ 82,609,575	$ 78,049,993	$ 183,019,603	$ 218,738,761
491-790 cc							
Units	240,604	369,142	298,182	215,975	141,716	177,605	129,932
$ Value	$ 372,062,671	$ 639,025,333	$ 532,150,656	$ 362,771,480	$ 256,491,632	$ 329,283,894	$ 291,693,936
Over 790 cc							
Units	127,518	120,224	119,625	65,093	34,828	31,274	28,702
$ Value	$ 266,590,704	$ 258,903,692	$ 226,188,672	$ 153,545,173	$ 88,441,983	$ 91,724,205	$ 99,838,528
Unspecified							
Units	16,669	3,817	3,557	8,612	5,228	4,296	844
$ Value	$ 6,510,513	$ 1,269,997	$ 1,387,633	$ 3,624,017	$ 2,641,863	$ 3,005,446	$ 338,616
Total							
Units	1,120,216*	1,056,713*	917,203*	540,213*	441,420*	733,338*	549,669*
$ Value	$1,141,936,022	$1,313,786,825	$1,110,167,919	$ 697,184,814	$ 523,386,642	$ 783,086,324	$ 762,763,550

SCOOTERS INCLUDED; ATVs EXCLUDED

Dollar Value = C.I.F. Value.

*Excludes estimated imports of mopeds (motorized bicycles) as follows:

1980-182,037 units, $61,714,528
1981- 66,779 units, $23,097,891
1982- 18,145 units, $ 4,384,230
1983- 21,645 units, $ 5,471,009
1984- 32,889 units, $ 8,900,146
1985- 30,174 units, $ 8,981,153
1986- 22,557 units, $ 6,984,588

Source: U.S. Dept. of Commerce, Domestic and International Business Administration.
U.S. Motorcycle Imports, Werner C. Single, Foreign Trade Services, W. New York, New Jersey.

NEW MOTORCYCLE WHOLESALE SALES BY MAJOR BRANDS

In 1986 estimated wholesale sales of new motorcycles and all-terrain vehicles (ATVs) to dealers by the five leading brands (Harley-Davidson, Honda, Kawasaki, Suzuki, and Yamaha) in the United States were 853,426 units valued at a wholesale dollar volume of $1.79 billion and an estimated retail dollar volume of $2.21 billion.

Of the total units wholesaled in 1986, 31.9% were on-highway motorcycles, 65.1% were off-highway motorcycles and ATVs, and the remaining 3.0% were dual purpose motorcycles. Over four fifths (83%) of the new motorcycles and ATVs shipped to dealers in 1986 had four-cycle engines, and about three fifths (61%) had an engine displacement less than 350 cubic centimeters. The five leading states in wholesale unit sales, California, Texas, Michigan, New York and Pennsylvania, accounted for almost one third of the total U.S. wholesale sales in 1986.

NEW MOTORCYCLE WHOLESALE SALES BY MAJOR BRANDS, 1982-1986

			Units									
				Model Type			Engine Type		Displacement Size (cc)				
	Wholesale $ Volume	Est. Retail $ Volume	Total Units	On-Highway	Off-Highway	Dual Purpose	Two-Stroke	Four-Stroke	Under 125 cc	125-349 cc	350-449 cc	450-749 cc	750 cc & Up
	($000's)	($000's)											
1982 (% of Total Units)	$1,600,070	$1,993,127	1,018,840 (100.0%)	495,521 (48.6%)	476,419 (46.8%)	46,900 (4.6%)	286,529 (28.1%)	732,311 (71.9%)	307,713 (30.2%)	342,283 (33.6%)	28,223 (2.7%)	117,519 (11.6%)	223,102 (21.9%)
1983 (% of Total Units)	$1,985,979	$2,468,186	1,241,808 (100.0%)	539,040 (43.4%)	641,758 (51.7%)	61,010 (4.9%)	294,256 (23.7%)	947,552 (76.3%)	294,711 (23.7%)	507,960 (40.9%)	25,873 (2.1%)	215,026 (17.3%)	198,238 (16.0%)
1984 (% of Total Units)	$2,270,332	$2,816,370	1,310,240 (100.0%)	445,621 (34.0%)	803,877 (61.4%)	60,742 (4.6%)	220,833 (16.9%)	1,089,407 (83.1%)	251,365 (19.2%)	634,403 (48.4%)	37,280 (2.8%)	227,286 (17.4%)	159,906 (12.2%)
1985 (% of Total Units)	$2,190,187	$2,708,401	1,166,220 (100.0%)	388,488 (33.3%)	740,304 (63.5%)	37,428 (3.2%)	192,017 (16.5%)	974,203 (83.5%)	228,094 (19.6%)	530,326 (45.5%)	77,630 (6.6%)	178,056 (15.3%)	152,114 (13.0%)
1986 (% of Total Units)	$1,790,647	$2,206,436	853,426 (100.0%)	272,243 (31.9%)	555,419 (65.1%)	25,764 (3.0%)	142,586 (16.7%)	710,840 (83.3%)	136,176 (15.9%)	383,572 (44.9%)	77,269 (9.1%)	153,533 (18.0%)	102,876 (12.1%)

NEW MOTORCYCLE WHOLESALE SALES BY MAJOR BRANDS IN TEN LEADING STATES, 1982-86

State	1986 Rank	1986 Units	1985 Rank	1985 Units	1984 Rank	1984 Units	1983 Rank	1983 Units	1982 Rank	1982 Units
California	1	102,749	1	131,896	1	151,150	1	156,269	1	121,277
Texas	2	42,237	2	76,864	2	90,178	2	80,172	2	78,868
Michigan	3	41,944	5	53,058	5	58,942	5	53,714	8	35,689
New York	4	41,079	4	53,875	4	58,963	3	58,689	3	48,117
Pennsylvania	5	40,297	3	54,885	6	55,386	7	45,231	7	35,838
Ohio	6	40,184	6	49,213	3	61,324	4	58,228	4	39,808
Florida	7	31,994	7	43,580	7	50,400	6	46,004	5	36,977
Georgia	8	28,534	8	37,032	9	34,451	–	—	–	—
North Carolina	9	27,113	9	35,526	–	—	–	—	–	—
Illinois	10	25,859	10	35,298	8	38,139	8	39,548	6	36,353
Alabama	–	—	–	—	10	32,690	–	—	–	—
Louisiana	–	—	–	—	–	—	–	—	9	30,647
Wisconsin	–	—	–	—	–	—	9	35,703	10	29,129
Minnesota	–	—	–	—	–	—	10	32,442	–	—

NOTE: Includes all-terrain vehicles and nopeds (limited speed, motor-driven cycles under 50 cc's without fully operative pedals). **Excludes mopeds and scooters.** See page 6 for model type definitions.

Source: Manufacturers Shipment Reporting System, Annual Statistical Report, Motorcycle Industry Council, Inc., Costa Mesa, California. Includes wholesale shipments to dealers by Harley-Davidson, Honda, Kawasaki, Suzuki and Yamaha.

NEW MOTORCYCLE REGISTRATIONS BY STATE

In 1986, first-time registrations of new motorcycles, scooters and ATVs for the three most current model years were 630,739, or 60%, of the estimated 1,045,000 retail sales. New registrations are usually issued only to street legal motorcycles. A number of states, however, issue registrations for titling purposes for off-highway motorcycles and ATVs. In 1986, new registrations of off-highway motorcycles and ATVs represented 30% of all new registrations.

California requires the registration of all off-highway motorcycles and ATVs. These off-highway registrations are included in California registrations below. New York new registrations were unavailable for 1984. Oklahoma new registrations are not available.

NEW MOTORCYCLE REGISTRATIONS BY STATE, 1981-1986

	1981	1982	1983	1984	1985	1986
Total U.S.	**827,913**	**725,691**	**811,253**	**772,166**	**721,975**	**630,739**
State						
Alabama	13,906	15,577*	22,882*	26,528*	21,907*	19,261*
Alaska	2,626*	1,917*	2,267*	1,917*	1,405*	1,168*
Arizona	9,913	8,575	8,328	8,568	10,862*	18,351*
Arkansas	6,578	5,832	9,688*	11,775*	8,304*	5,576*
California	117,237*	116,528*	159,089*	154,367*	151,432*	132,423*
Colorado	14,295	11,789	10,208	8,948	6,234	5,258
Connecticut	10,052	8,030	8,668	7,709	6,136	6,183
Delaware	1,699	1,258	1,086	971	912	966
Dist. of Columbia	620	750	865	776	817	476
Florida	38,467	33,329*	40,220*	41,488*	21,173	17,955
Georgia	21,023	16,235	20,112*	25,946*	30,480*	26,967*
Hawaii	1,442	1,224	987	922	1,149	1,283
Idaho	5,973	4,893	4,797	4,741	3,164	2,012
Illinois	36,228	36,777	39,871*	38,390*	35,617*	31,333*
Indiana	18,534	14,737	13,762	13,181	11,052	9,000
Iowa	25,573	14,144	11,452	16,181	9,374	6,807
Kansas	13,131	11,443	10,118	8,063	6,582	5,227
Kentucky	6,786	5,375	5,219	4,548	4,901	4,674
Louisiana	31,830*	26,229*	24,518*	23,097*	18,258*	14,731*
Maine	6,140	4,838	4,147	3,364	2,318	2,568
Maryland	10,132	7,323	8,387	9,359	9,622	8,203*
Massachusetts	11,621	9,463	10,044	10,365	9,542	9,591
Michigan	25,312	22,957	24,615	22,323	17,037	24,685*
Minnesota	21,981	17,605	17,190*	15,388	8,657	6,449
Mississippi	12,002*	11,736*	12,600*	10,996*	10,872*	9,403*
Missouri	15,936	13,853*	16,527*	18,957*	18,313*	14,311*
Montana	5,015	3,739	3,483	2,432	1,622	1,193
Nebraska	8,100	5,833	5,448	4,576*	3,403*	2,484*
Nevada	3,126	2,542	2,184	2,431	1,820	1,578
New Hampshire	5,560	4,476	4,629	4,142	3,607	3,709
New Jersey	13,046	11,638	12,652	10,459	9,662	8,895
New Mexico	8,485	8,031	8,266*	8,663*	8,145*	6,302*
New York	34,589	32,213	33,844	N/A	29,978	24,440
North Carolina	10,803	8,871	10,484	10,529	8,495	7,660
North Dakota	4,464	3,444	3,134	2,642	2,165*	1,850*
Ohio	29,209	23,433	28,857	26,879	19,916	16,503
Oklahoma	N/A	N/A	N/A	N/A	N/A	N/A
Oregon	13,823	12,427*	17,038*	18,514*	18,786*	16,460*
Pennsylvania	31,686	27,646	28,466	26,911*	25,427*	19,669*
Rhode Island	2,972	2,624	2,948	2,752	2,638	2,246
South Carolina	7,379	6,843	8,335	10,611*	7,907*	6,025*
South Dakota	5,997	4,226	4,056*	2,366*	2,814*	2,274*
Tennessee	10,793	10,001	10,850	13,085*	14,098*	11,749*
Texas	71,024	65,641	59,453*	60,544*	53,567	47,537*
Utah	11,897	9,731	12,277*	6,710	18,009*	10,742*
Vermont	2,155	2,266	2,140	2,252*	2,764*	1,850*
Virginia	10,704	8,769	10,227	11,908	10,452	9,025
Washington	26,485	23,729	28,459*	27,451*	25,029*	21,452*
West Virginia	4,750	3,867	5,411	7,534*	8,826*	7,655*
Wisconsin	23,297	18,489	18,536	17,734	14,569	12,905
Wyoming	3,517	2,795	2,429	2,173	2,156*	1,675*

* New registrations in these states include an unusually high percentage (20%-69%) of off-highway motorcycles and all-terrain vehicles.

Source: New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L.Polk & Co.

NEW MOTORCYCLE REGISTRATIONS BY LEADING BRANDS

The nation's five major brands accounted for 98.6% of the new registrations in 1986. Honda, the leading brand during the past two decades, ranked first in 1986 with 55.0% of the registered market, followed by Yamaha with 17.8%, Suzuki with 11.1%, and Kawasaki with 9.7%. Harley-Davidson ranked fifth in 1986 with 5.0% of the new motorcycle registrations. The market share for each of the remaining motorcycle brands distributed in the United States was reported to be less than 1% in 1986.

Although registrations are usually issued only to street legal motorcycles, some states issue registrations for off-highway motorcycles and ATVs for titling purposes.

NEW MOTORCYCLE REGISTRATIONS 10 LEADING BRANDS BY MARKET SHARE, 1981-1986

Make	1986 Rank	1986 Mkt. Share	1985 Rank	1985 Mkt. Share	1984 Rank	1984 Mkt. Share	1983 Rank	1983 Mkt. Share	1982 Rank	1982 Mkt. Share	1981 Rank	1981 Mkt. Share
Honda	1	55.0%	1	58.5%	1	57.7%	1	54.8%	1	45.1%	1	39.1%
Yamaha	2	17.8%	2	15.7%	2	18.6%	2	19.0%	2	22.2%	2	24.9%
Suzuki	3	11.1%	4	10.0%	3	10.0%	3	11.8%	3	14.2%	4	13.6%
Kawasaki	4	9.7%	3	10.4%	4	8.9%	4	9.8%	4	12.7%	3	15.7%
Harley-Davidson	5	5.0%	5	4.1%	5	3.7%	5	3.3%	5	4.5%	5	5.0%
BMW	6	0.9%	6	0.8%	6	0.6%	6	0.6%	6	0.5%	7	0.4%
Husqvarna	7	0.2%	7	0.2%	7	0.2%	7	0.3%	8	0.2%	9	0.2%
KTM	8	0.1%	8	0.1%	—	—	—	—	—	—	—	—
Moto Guzzi	9	0.1%	9	0.1%	8	0.1%	9	0.1%	10	0.1%	—	—
Can Am	10	*	10	*	9	*	—	—	9	0.1%	10	0.1%
Vespa	—	—	—	—	10	*	8	0.1%	7	0.3%	6	0.5%
Triumph	—	—	—	—	—	—	10	*	—	—	8	0.2%

*Less than 0.05%

R.L. Polk new registrations include the three most current model years. Some off-highway motorcycle and all-terrain vehicle new registrations are included.

California new off-highway motorcycle and ATV registrations have been added to 1983 and prior year new registrations, so that comparisons can be made with 1984 and subsequent years which include California off-highway registrations.

New York new registrations were not available from October 1983 through December 1984.

Oklahoma new registrations are not available.

Source: New Motorcycle Registrations, R.L. Polk & Co., Detroit, Michigan. Permission for further use must be obtained from R.L. Polk & Co.

MOTORCYCLE SCRAPPAGE AND OPERABILITY RATE

The number of motorcycles, scooters, and ATVs retired from use, or scrapped, in 1986 was an estimated 1.1 million or 14% of the 1985 population in use.

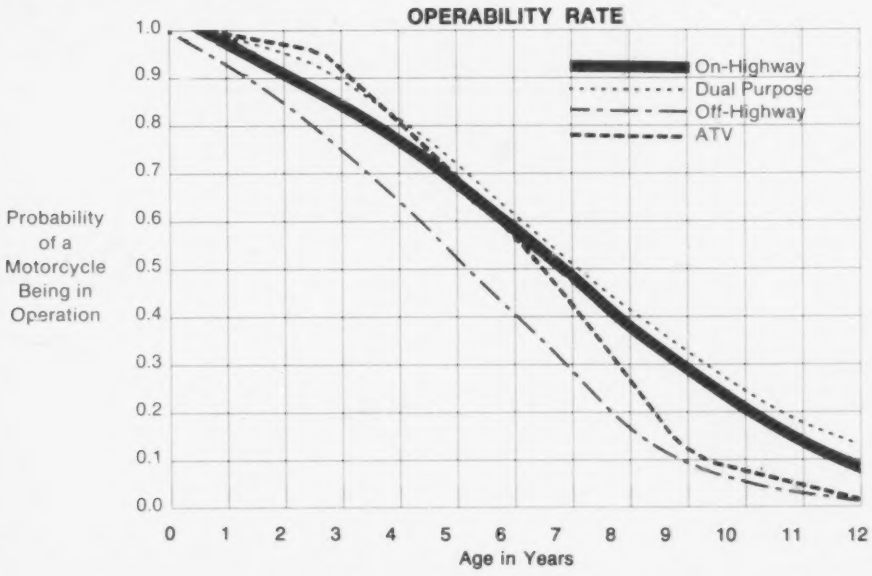
A key factor in determining average annual mileage is the motorcycle operability rate, the probability of a motorcycle being operable after a given number of years, because of the decrease in annual mileage as the vehicle ages. The operability rate for on-highway and dual purpose motorcycles tends to be higher than the rate for off-highway motorcycles.

MOTORCYCLES RETIRED FROM USE OR SCRAPPED IN 1986

Year Sold New	Est. Retail Sales (000's)	Operability Rate '85	Operability Rate '86	Estimated Population In Use (000's) '85	Estimated Population In Use (000's) '86	Estimated Number Retired From Use or Scrapped In 1986 (000's)	
1986	1,027		.983		1,010	0	
1985	1,230	.984	.941	1,210	1,158	52	
1984	1,275	.941	.889	1,200	1,133	67	
1983	1,095	.885	.805	969	881	88	
1982	900	.794	.706	715	635	80	
1981	999	.705	.613	704	612	92	
1980	977	.614	.506	600	494	106	
1979	1,007	.492	.373	495	376	119	
1978	921	.365	.273	336	251	85	
1977	1,031	.289	.218	298	225	73	
1976	1,053	.224	.160	236	168	68	
1975	940	.156	.106	147	100	47	
Before 1975				790	587	203	
				7,700	7,630	1,080	14.0% of 1985 — Population

Note: The operability rates shown above are composites of the operability rates by model type and will vary each year according to the motorcycle population by model type. Mopeds and nopeds are excluded from retail sales estimates. Includes ATVs and scooters.

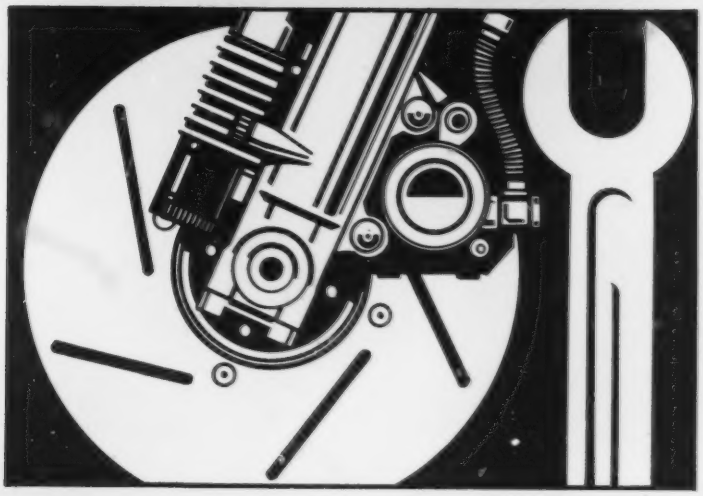
OPERABILITY RATE



OPERABILITY RATE

Age	On-Hwy.	Dual Purpose	Off-Hwy.	ATV
0.5	.98	.99	.97	.99
1.5	.92	.96	.90	.97
2.5	.86	.93	.82	.93
3.5	.79	.87	.70	.85
4.5	.72	.76	.58	.75
5.5	.64	.65	.46	.65
6.5	.55	.57	.32	.50
7.5	.45	.47	.16	.35
8.5	.35	.37	.10	.20
9.5	.27	.30	.05	.05
10.5	.19	.23	.02	.02
11.5	.13	.16	.01	.00

Source: 1985 and 1986 Estimated Motorcycle Population, Motorcycle Industry Council, Inc., Costa Mesa, CA.
Motorcycle Survival Rate Model, an analysis of the data from the 1980 Survey of Motorcycle Ownership and Usage, updated with data from the 1985 Survey of Motorcycle Ownership and Usage, Burke Marketing Research, Inc., Cincinnati, Ohio.



Manufacturers and Distributors

PROFILE OF MAJOR U.S. MOTORCYCLE MANUFACTURERS AND DISTRIBUTORS

In 1986 the five leading brands distributed in the United States, Harley-Davidson, Honda, Kawasaki, Suzuki, and Yamaha, accounted for roughly 99% of the nation's estimated 1,045,000 new motorcycle, scooter, and ATV retail sales.

Four of the five major brands are manufactured primarily in Japan and have been distributing motorcycles in the U.S. for a relatively short time, less than thirty years. Harley-Davidson, the fifth ranking brand, has been manufacturing and distributing motorcycles in the U.S. for eighty years. Besides motorcycles, scooters, and ATVs, the five leading U.S. distributors also sell a wide range of other products in the U.S., including automobiles, snowmobiles, mopeds, golf carts, go carts, power products, and sailboats.

PROFILE OF MAJOR U.S. MOTORCYCLE MANUFACTURERS/DISTRIBUTORS

Brand	U.S. Motorcycle Distributor	Motorcycle Manufacturer	Year of U.S. Incorporation	Other Products Sold in U.S.
Harley-Davidson	Harley-Davidson Motor Co., Inc 3700 W. Juneau Avenue P.O. Box 653 Milwaukee, WI 53201 (414) 342-4680	Same as distributor	1907	Motorcycle accessories, recreational and specialized vehicles and related products.
Honda	American Honda Motor Company, Inc. 100 West Alondra Blvd. Gardena, CA 90247 (213) 327-8280	Honda Motor Co., Ltd. No. 1-1, 2 Chome, Minami Aoyama Minato-Ku, Tokyo 107, Japan Honda of America Mfg. Inc. 24000 U.S. Route 33 Marysville, Ohio 43040 (Engine Manufacturing Facility) 12500 Meranda Road Ana, Ohio 45302	1959	Automobiles, all-terrain vehicles, motor scooters, accessories for motorcycles and products above, power products (generators, rototillers, outboards, lawnmowers, riding lawnmowers, lawn tractors, snow throwers, water pumps).
Kawasaki	Kawasaki Motors Corp., U.S.A. 9950 Jeronimo Road Irvine, CA 92718-2016 (714) 770-0400	Kawasaki Heavy Industries, Ltd. 1-1, Kawasaki-cho Akashi 673, Hyogoken, Japan Kawasaki Motors Manufacturing 6600 N.W. 27th St. Lincoln, Nebraska 68524	1967	All-terrain vehicles, Jet Ski Watercraft, accessories for motorcycles and products above, small engines, generators.
Suzuki	U.S. Suzuki Motor Corp. 3251 East Imperial Hwy. Brea, CA 92621 (714) 996-7040	Suzuki Motor Co., Ltd. Hamamatsu-Nishi, P.O. Box 1 423-91 Hamamatsu, Japan	1963	Automotive products, all-terrain vehicles, outboard motors, generators, accessories for motorcycles and products above.
Yamaha	Yamaha Motor Corp., U.S.A. 6555 Katella Ave. Cypress, CA 90630 (714) 761-7300	Yamaha Motor Co., Ltd. 2500 Shingai, Iwata-Shi Shizuoka-Ken, Japan	1960	Snowmobiles, snowmobile and motorcycle accessories, go cart engines, go carts, golf carts, generators, mopeds (motorized bicycles), scooters, all-terrain vehicles, sailboats, outboard engines, snow throwers, water vehicles.

Source: Information obtained by the Motorcycle Industry Council from the U.S. distributors above.

OTHER U.S. MOTORCYCLE MANUFACTURERS/ DISTRIBUTORS

While the five major brands accounted for roughly 99% of the 1986 retail sales in the United States, the remaining 1% of new motorcycle and scooter sales are distributed among almost thirty brands.

The majority of the sales from these brands below are generated by BMW, Can-Am, Husqvarna, KTM, Moto Guzzi, and Vespa. Although the U.S. motorcycle market share for most of these brands listed below is quite small, some of these brands are greater contributors to foreign markets.

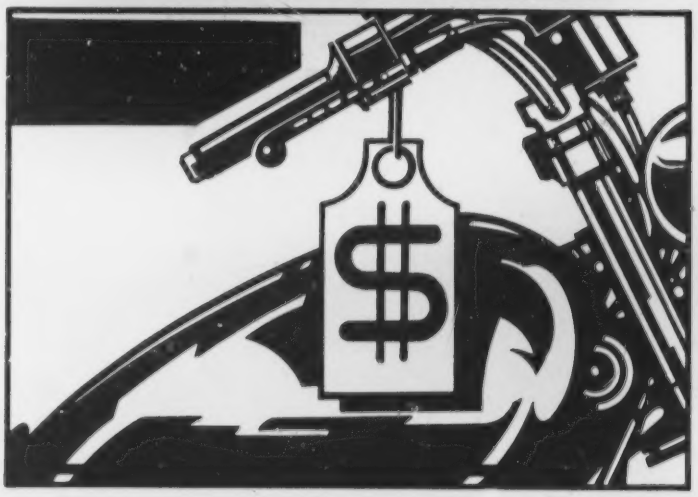
OTHER 1987 U.S. MOTORCYCLE MANUFACTURERS/DISTRIBUTORS

BRAND	PRIMARY U. S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE
ATK	ATK Leitner Corporation 723 Laguna Canyon Road Laguna Beach, California 92651 (714) 497-7525	U.S.
Benelli	Benelli/Moto Guzzi North America 1501 Caton Avenue Baltimore, Maryland 21227 (301) 646-3635	Italy
Beta	Cosmopolitan Motors 301 Jacksonville Rd. Hatboro, Pennsylvania 19040 (215) 672-9100	Italy
Bimota	Cosmopolitan Motors 301 Jacksonville Rd. Hatboro, Pennsylvania 19040 (215) 672-9100	Italy
BMW	BMW of North America, Inc. BMW Plaza Montvale, New Jersey 07645 (201) 573-2000	West Germany
Cagiva	Cagiva North America, Inc. 700 W. 190th Street Gardena, California 90248 (213) 538-9337	Italy
Can-Am	Bombardier, Inc. Can-Am Division 4505 West Superior Duluth, Minnesota 55807 (218) 628-2881	England
Ducati	Cagiva North America, Inc. 700 W. 190th Street Gardena, California 90248 (213) 538-9337	Italy
E-Z Rider	KEZ Industries, Inc. 70 Herbert Avenue Closter, New Jersey 07624 (201) 767-5320	U.S.
Heald	Carl Heald, Inc. P.O. Box 1148 Benton Harbor, Michigan 49022 (616) 849-3400 (800) 253-1030	U.S.
Husqvarna	Cagiva North America, Inc. 700 W. 190th Street Gardena, California 90248 (213) 538-9337	Sweden
Italjet	Italjet U.S.A. (Strada Int'l.) 13148 Saticoy Street N. Hollywood, California 91605-3495 (818) 982-2000	Italy
Jawa	Jawa Speedway Distributors Inc. 11611 Salinaz #E Garden Grove, California 92643 (714) 638-5951	Czecho-slovakia
KTM	KTM America 1906 Broadway Lorain, Ohio 44052 (216) 244-2726	Austria

BRAND	PRIMARY U.S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE
Lambretta	Cosmopolitan Motors 301 Jacksonville Road Hatboro, Pennsylvania 19040 (215) 672-9100	Spain
Laverda	Slater Brothers P.O. Box 1 Mica, Washington 99023 (509) 924-5131	Italy
Maely	Maely Industries 8580 Bedford Motorway Corona, California 91720 (714) 735-0540	U.S.
Malaguti	Marina Mobili Inc. P.O. Box 347 146 West Commercial Ave. Moonachie, N.J. 07074-1794 (201) 438-5700	Italy
Montesa	Cosmopolitan Motors 301 Jacksonville Road Hatboro, Pennsylvania 19040 (215) 672-9100	Spain
Moto Guzzi	Benelli/Moto Guzzi North America 1501 Caton Avenue Baltimore, Maryland 21227 (301) 646-3635	Italy
Moto Morini	Herdan Corporation Route 61 Port Clinton, Pennsylvania 19549 (215) 562-3155	Italy
M-Star	M-Star Motorcycle Corporation 740 E. Santa Maria Street Santa Paula, California 93060 (805) 525-3364	West Germany

BRAND	PRIMARY U.S. MANUFACTURER/DISTRIBUTOR	COUNTRY OF MANUFACTURE
Ossa	Slater Brothers P.O. Box 1 Mica, Washington 99023 (509) 924-5131	Spain
Rickman	Target MOTORSPORTS 9911 Central Road Apple Valley, Calif. 92308-3545 (619) 247-4327	England
Riva	Yamaha Motor Corp., U.S.A. 6555 Katella Avenue Cypress, California 90630 (714) 761-7300	Japan
Rokon	Rokon International, Inc. 7 Hadley Crossing Road Jaffrey, New Hampshire 03452 (603) 532-7794	U.S.
Strociek	Strociek Engineering 10485 Product Drive Rockford, Illinois 61111 (815) 654-0141	U.S.
Super-Bronc II	Carl Heald, Inc. P.O. Box 1148 Benton Harbor, Michigan 49022 (616) 849-3400 (800) 253-1030	U.S.
Vespa	General Bicycles and Moped Co., Inc. 50 Oak St. E. Rutherford, New Jersey 07073 (201) 935-1140	Italy

NOTE: This list includes only those companies manufacturing and/or distributing motorcycles in the U.S. as of April 1, 1987. Although this information was obtained from the most authoritative sources available (individual companies were contacted by the Motorcycle Industry Council), the Motorcycle Industry Council is not responsible for accuracy or completeness.



The Retail Marketplace

MOTORCYCLE RETAIL OUTLETS, EMPLOYEES, AND PAYROLL

Of the estimated 11,510 retail outlets selling motorcycles and related products in the U.S. in 1987, 40% are retail outlets franchised to sell new motorcycles, scooters, or all-terrain vehicles (ATVs), and 60% are retail outlets specializing in motorcycle related parts, accessories, riding apparel, used vehicles, or service, but not franchised to sell new motorcycles, scooters or ATVs.

Motorcycle retail outlets employ an estimated 56,320 employees at an estimated annual payroll of $671 million, including owner and manager salaries and advances.

In all states but Alaska, franchised retail motorcycle dealers have formed non-profit associations to engage in government relations and other activities for the good of the motorcycle industry in their state. The MIC recognizes and supports these state associations with several information exchange programs. The addresses of the state associations are listed on page 44 of this publication.

	1987 Franchised Motorcycle Retail Outlets			1987 Non-Franchised Motorcycle Retail Outlets			1987 Total Motorcycle Retail Outlets		
	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll ($000's)	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll ($000's)	# Of Outlets	Est. # Of Employees	Est. Annual Employee Payroll ($000's)
Total U.S.	**4,592**	**36,500**	**484,765**	**6,918**	**19,820**	**186,480**	**11,510**	**56,320**	**671,245**
State									
Alabama	77	639	8,267	62	180	1,912	139	819	10,179
Alaska	39	289	4,342	22	70	653	61	359	4,995
Arizona	58	429	6,459	109	349	3,236	167	778	9,695
Arkansas	63	523	6,764	64	186	1,974	127	709	8,738
California	445	3,293	49,553	787	2,518	23,365	1,232	5,811	72,918
Colorado	85	629	9,465	115	368	3,414	200	997	12,879
Connecticut	44	374	4,903	87	252	2,702	131	626	7,605
Delaware	9	77	1,003	14	41	435	23	118	1,438
D.C.	1	9	111	6	17	186	7	26	297
Florida	169	1,403	18,144	271	786	8,359	440	2,189	26,503
Georgia	102	847	10,951	84	244	2,591	186	1,091	13,542
Hawaii	7	52	779	19	61	564	26	113	1,343
Idaho	57	422	6,347	47	150	1,395	104	572	7,742
Illinois	185	1,425	17,615	343	892	6,738	528	2,317	24,353
Indiana	126	970	11,997	229	595	4,498	355	1,565	16,495
Iowa	92	708	8,760	177	460	3,477	269	1,168	12,237
Kansas	77	593	7,332	97	252	1,905	174	845	9,237
Kentucky	55	457	5,905	99	287	3,054	154	744	8,959
Louisiana	87	722	9,340	86	255	2,714	175	977	12,054
Maine	43	366	4,792	61	177	1,894	104	543	6,686
Maryland	48	408	5,349	62	180	1,925	110	588	7,274
Massachusetts	69	587	7,689	129	374	4,006	198	961	11,695
Michigan	171	1,317	16,282	305	793	5,991	476	2,110	22,273
Minnesota	110	847	10,474	163	424	3,202	273	1,271	13,676
Mississippi	58	481	6,227	40	116	1,234	98	597	7,461
Missouri	99	782	9,426	129	335	2,534	228	1,097	11,960
Montana	56	414	6,236	42	134	1,247	98	548	7,483
Nebraska	67	516	6,380	63	164	1,238	130	680	7,618
Nevada	27	200	3,007	32	102	950	59	302	3,957
New Hampshire	38	323	4,234	55	160	1,708	93	483	5,942
New Jersey	86	731	9,583	176	510	5,465	262	1,241	15,048
New Mexico	42	311	4,677	48	154	1,425	90	465	6,102
New York	214	1,819	23,847	448	1,299	13,912	662	3,118	37,759
North Carolina	111	921	11,917	129	374	3,979	240	1,295	15,896
North Dakota	39	300	3,713	24	62	471	63	362	4,184
Ohio	194	1,417	17,520	510	1,326	10,018	694	2,743	27,538
Oklahoma	66	548	7,086	90	261	2,776	156	809	9,862
Oregon	86	636	9,577	74	237	2,197	160	873	11,774
Pennsylvania	231	1,964	25,741	457	1,325	14,191	688	3,289	39,932
Rhode Island	11	94	1,226	33	96	1,025	44	190	2,251
South Carolina	48	398	5,153	59	171	1,820	107	569	6,973
South Dakota	36	277	3,428	32	83	629	68	360	4,057
Tennessee	91	755	9,770	129	374	3,979	220	1,129	13,749
Texas	279	2,316	29,954	328	951	10,117	607	3,267	40,071
Utah	55	407	6,125	57	182	1,692	112	589	7,817
Vermont	24	204	2,674	39	113	1,211	63	317	3,885
Virginia	87	722	9,340	104	302	3,208	191	1,024	12,548
Washington	102	755	11,358	108	346	3,206	210	1,101	14,564
West Virginia	47	400	5,237	46	133	1,428	93	533	6,665
Wisconsin	145	1,117	13,806	207	538	4,066	352	1,655	17,872
Wyoming	44	328	4,900	19	61	564	63	387	5,464

Note: A **franchised motorcycle outlet** is defined as a motorcycle retail outlet franchised to sell new motorcycles, scooters, or all-terrain vehicles (ATVs).

A **non-franchised motorcycle outlet** is defined as a motorcycle retail outlet specializing in the sale of either motorcycle related parts, accessories, riding apparel, used vehicles, or service, but not franchised to sell new motorcycles, scooters, or ATVs. Because of differences in list sources, direct comparisons should not be made between the number of **non-franchised** outlets each year.

Source: 1987 Motorcycle Retail Outlet Study, Motorcycle Industry Council, Inc., Costa Mesa, California, May 1987.
1986 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, March 1987.

MOTORCYCLE OUTLET RETAIL SALES

1986 motorcycle, scooter and ATV related sales and services by all retail outlets nationwide are estimated to be $5.1 billion, of which $4.2 billion were generated by outlets franchised to sell new motorcycles, scooters and ATVs, and $0.9 billion by non-franchised motorcycle outlets which include parts, accessory, used vehicle and service stores.

New motorcycles, scooters, and ATVs represented half (50%) of the total 1986 related retail sales and services. Parts, accessories, and riding apparel represented about 30%, used vehicles 9%, and service labor 9%. Other related sales, such as insurance premiums and extended warranties, accounted for about 2% of the total motorcycle, scooter and ATV related retail sales and services.

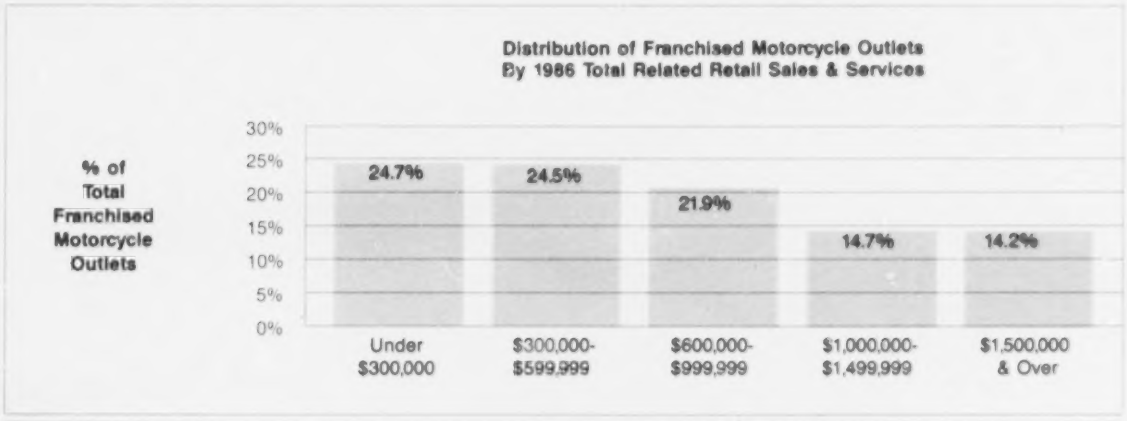
The distribution of franchised and non-franchised motorcycle outlets by the 1986 total motorcycle and ATV related retail sales and services is shown below.

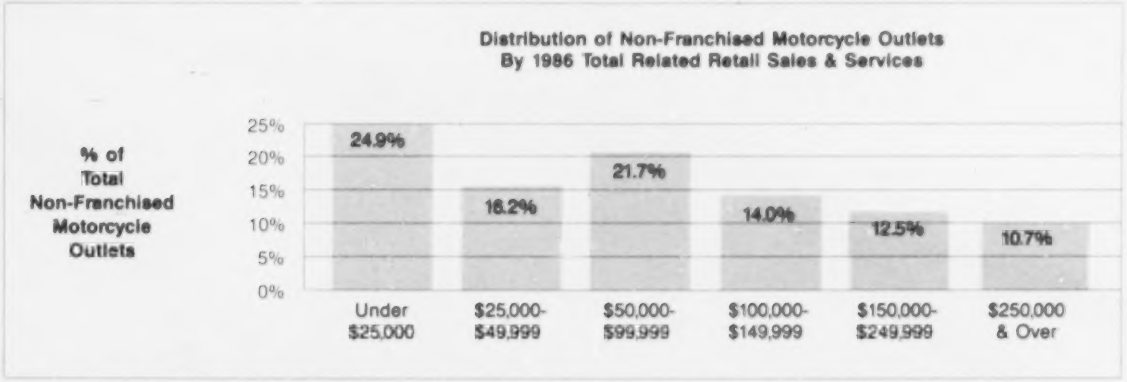
1986 ESTIMATED RETAIL SALES BY U.S. MOTORCYCLE OUTLETS

	1986 Estimated Motorcycle Related Retail Sales					
	Franchised M/C Outlets	% of Total	Non-Franchised M/C Outlets	% of Total	All Motorcycle Retail Outlets	% of Total
New Motorcycles, Scooters & ATVs	$2,548,000,000	61.4%	$ 0	0.0%	$2,548,000,000	50.3%
Used Motorcycles, Scooters & ATVs	386,000,000	9.3%	71,100,000	7.7%	457,100,000	9.0%
Parts, Accessories, & Riding Apparel	834,200,000	20.1%	677,300,000	73.4%	1,511,500,000	29.8%
Service Labor	298,800,000	7.2%	174,400,000	18.9%	473,200,000	9.3%
Other M/C Related Sales	83,000,000	2.0%	0	0.0%	83,000,000	1.6%
Total M/C Related Sales	$4,150,000,000	100.0%	$ 922,800,000	100.0%	$5,072,800,000	100.0%

NOTE: Comparisons can not be made with prior years due to revisions in new vehicle sales estimates and differences in dealer list sources. See page 24 for outlet definitions.

DISTRIBUTION OF MOTORCYCLE OUTLETS BY 1986 RETAIL SALES





Source: 1986 Motorcycle Retail Outlet Study, Motorcycle Industry Council, Inc., Costa Mesa, California, June 1986.
1986 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, March 1987.

MOTORCYCLE RETAIL OUTLET PROFILE

In 1986 the typical franchised motorcycle outlet employed an average of 7.9 persons annually at an average annual payroll of $105,000. The franchised motorcycle outlet had been in business at the same location for an average of 12 years and under its current ownership for an average of 10 years. Franchised motorcycle outlets sold an average of 182 new and 42 used motorcycle, scooter, and ATV units in 1986. The average total motorcycle related sales and services for a franchised motorcycle outlet was $611,000 in 1986.

In 1986 the typical non-franchised motorcycle outlet employed an average of 2.9 persons annually at an average annual payroll of $27,000. The non-franchised motorcycle outlets had been in business at the same location for an average of 6 years and under its current ownership for an average of 7 years. The average total motorcycle related sales and services for a non-franchised motorcycle outlet was $116,000 in 1986. The distribution by type of motorcycle related sales and services for both franchised and non-franchised outlets is shown below.

1986 MOTORCYCLE RETAIL OUTLET PROFILE

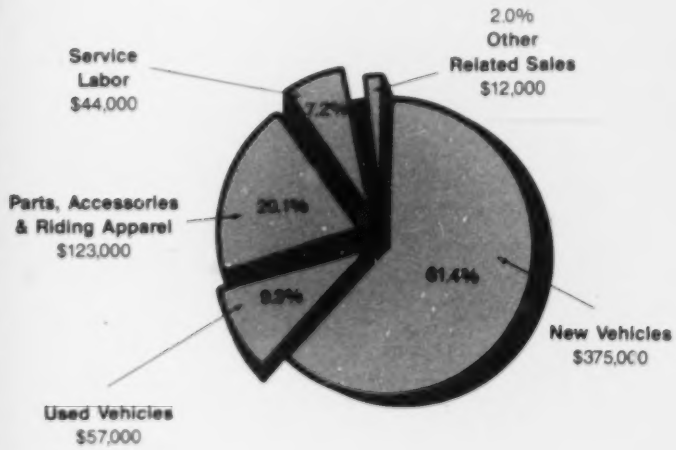
	Franchised M/C Outlet	Non-Franchised M/C Outlet
	Average	Average
Number of Employees	7.9	2.9
Full-Time	6.7	2.0
Part-Time	1.2	0.9
Employee Payroll (Including owner's and mgr's salary and advances)	$105,000	$27,000
Years At Same Location (Under current & previous ownership)	12.0	6.0
Years Under Current Ownership (Whether or not at this location)	10.0	7.0
Advertising & Promotional Expenditures	$10,000	$ 600
New Motorcycle, Scooter, & ATV Unit Sales	182	N/A
Used Motorcycle, Scooter, & ATV Unit Sales	42	N/A
Number of New Brands Carried	1.6	N/A

Note: See page 24 for outlet definitions

DISTRIBUTION OF MOTORCYCLE RELATED SALES PER OUTLET

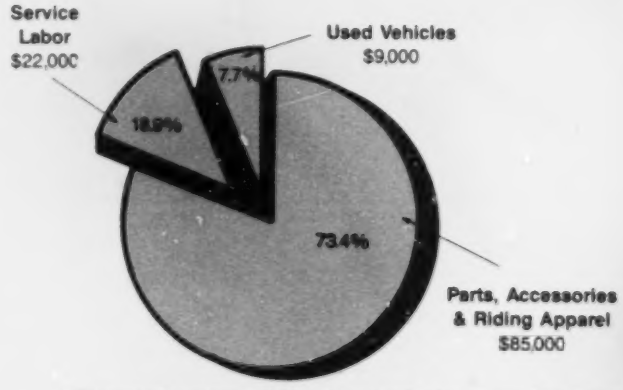
Franchised Motorcycle Outlet

Total - $611,000



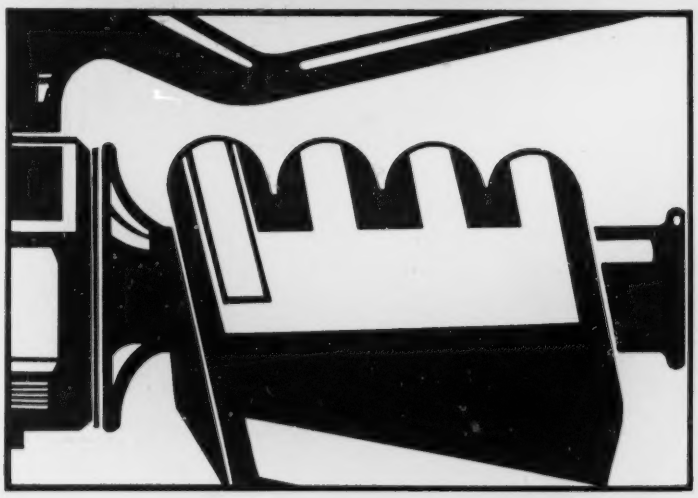
Non-Franchised Motorcycle Outlet*

Total - $116,000



* Represents average distribution of sales by all non-franchised outlets combined and may not be typical of individual motorcycle parts, accessory, or service outlets.

Source: 1986 Motorcycle Retail Outlet Profile Survey, Motorcycle Industry Council, Inc., Costa Mesa, California, March 1987.



Motorcycle Usage

U.S. MOTORCYCLE USAGE ON-HIGHWAY AND OFF-HIGHWAY BY STATE

Of the 7.6 million motorcycles, scooters and ATVs in use in 1986, it is estimated that 4.18 million were used on public roads and 4.12 million were used off-highway some of the time.

Of the 4.18 million motorcycles used on-highway, the majority (86%) were on-highway motorcycles. Dual purpose motorcycles accounted for 9% of the motorcycles used on-highway.

Of the 4.12 million motorcycles and ATVs used off-highway at some time, the majority were off-highway motorcycles and ATVs (76%) and dual purpose motorcycles accounted for 17%. Only 7% of the on-highway motorcycles were used off-highway in 1986.

MOTORCYCLES USED ON AND OFF-HIGHWAY IN 1986

	U.S. Total	Model Type		
		On-Highway	Off-Highway	Dual Purpose
Total Motorcycles in Use (% of total in use)	7,630,000 (100%)	3,700,000 (100%)	3,130,000 (100%)	800,000 (100%)
Motorcycles Used On-Highway at Some Time (% of total in use)	4,179,000 (55%)	3,585,000 (97%)	216,000 (7%)	378,000 (47%)
Motorcycles Used Off-Highway at Some Time (% of total in use)	4,124,000 (54%)	303,000 (8%)	3,130,000 (100%)	691,000 (86%)

MOTORCYCLE USAGE BY STATE IN 1986

State	Total Motorcycles In Use	Motorcycles Used On-Highway At Some Time	Motorcycles Used Off-Highway At Some Time
Alabama	155,700	69,100	101,300
Alaska	41,700	11,000	34,800
Arizona	131,000	60,900	81,600
Arkansas	133,900	48,700	97,200
California	940,100	542,800	481,400
Colorado	117,200	66,100	63,300
Connecticut	81,000	54,200	33,000
Delaware	14,200	7,800	7,500
D.C.	1,500	1,400	100
Florida	298,200	176,200	148,300
Georgia	192,700	89,800	120,400
Hawaii	Not Available		
Idaho	66,700	29,000	46,400
Illinois	271,700	183,400	111,100
Indiana	199,500	121,400	94,200
Iowa	151,700	109,700	54,200
Kansas	87,100	53,900	41,200
Kentucky	95,500	44,600	59,700
Louisiana	170,000	67,200	117,000
Maine	62,000	34,300	32,700
Maryland	92,100	59,300	40,500
Mass.	121,000	79,800	50,000
Michigan	310,900	166,000	170,200
Minnesota	184,900	103,700	96,800
Mississippi	95,600	33,800	70,200
Missouri	151,700	69,900	94,500
Montana	47,900	20,600	33,400
Nebraska	66,500	36,200	36,700
Nevada	38,100	18,300	23,400
N.H.	59,800	35,600	28,700
New Jersey	142,600	87,700	66,400
New Mexico	58,500	30,700	34,000
New York	350,300	215,100	161,900
North Carolina	167,300	82,000	99,600
North Dakota	38,300	20,400	22,000
Ohio	325,700	202,300	148,000
Oklahoma	133,600	68,300	79,600
Oregon	126,400	60,400	77,900
Pennsylvania	307,400	165,100	168,900
Rhode Island	25,000	19,000	7,900
South Carolina	74,800	43,500	37,400
South Dakota	37,000	21,000	19,700
Tennessee	180,600	78,300	119,100
Texas	501,200	272,300	274,300
Utah	111,700	45,300	79,400
Vermont	23,600	12,200	13,300
Virginia	152,000	88,800	76,300
Washington	185,100	101,100	102,200
West Virginia	78,900	29,600	57,200
Wisconsin	200,500	129,200	88,100
Wyoming	29,600	12,000	21,000
U.S. Totals	7,630,000	4,179,000	4,124,000

Note: See page 6 for model type definitions.
Includes scooters and ATVs, and excludes mopeds and nopeds.
The 1986, 1985 and revised 1984 estimates are comparable only to the 1980 and revised 1979 estimates.

Source: 1986 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

PUBLIC LAND AND OFF-HIGHWAY MOTORCYCLE STATISTICS BY STATE

Excluding Alaska which is predominantly public land, over one fifth (22%) of the total U.S. acreage, or 420 million acres, is public land managed by federal and state government. Of this 420 million acres, 86% is in the western states.

In 1986 an estimated 4.1 million motorcycles and ATVs were used for off-highway recreational purposes. In 1986 the off-highway motorcycle and ATV industry generated an estimated $3.4 billion in consumer sales and services, and state taxes and licensing, of which $1.3 billion is attributed to the retail sales of 651,000 new motorcycles and ATVs.

1986 PUBLIC LAND AND OFF-HIGHWAY MOTORCYCLE STATISTICS BY STATE

State	Total Acreage	(1) Public Land Acreage			(2) 1986 Sales of Of New Mcs. Used Off-Hwy At Some Time	(3) Total Mcs. Used Off-Hwy At Some Time	(4) 1986 Est. Annual Economic Value Of Off-Hwy Retail Mrktplace	Off-Hwy Mc. Penetration	
		Fed. Gov't.	State Gov't.	% of State				Off-Hwy Mcs. Per 100 Pop.	Off-Hwy Mcs. Per 1000 Public Acres
	(000)	(000)	(000)				($000)		
Alabama	32,678	1,214	48	3.9	18,500	101,300	$ 92,760	2.5	80.3
Alaska	365,482	313,589	3,145	86.7	4,400	34,800	25,050	6.5	0.1
Arizona	72,688	32,107	38	44.2	12,900	81,600	70,410	2.5	2.5
Arkansas	33,599	3,466	44	10.4	13,500	97,200	77,940	4.1	27.7
California	100,207	48,009	1,221	49.1	72,000	481,400	417,660	1.8	9.8
Colorado	66,486	24,165	162	36.6	7,800	63,300	41,260	1.9	2.6
Connecticut	3,135	14	167	5.8	6,400	33,000	28,760	1.0	182.3
Delaware	1,266	40	11	4.0	1,400	7,500	6,960	1.2	147.1
Dist. of Columbia	39	11	N/A	28.2	N/A	100	50	0.0	9.1
Florida	34,721	4,261	260	13.0	23,500	148,300	112,110	1.3	32.8
Georgia	37,295	2,304	60	6.3	25,300	120,400	115,840	2.0	50.9
Hawaii	4,106	712	25	17.9	N/A	N/A	N/A	N/A	N/A
Idaho	52,933	33,747	45	63.8	6,300	46,400	35,860	4.6	1.4
Illinois	35,795	660	227	2.5	14,700	111,100	71,520	1.0	125.3
Indiana	23,158	591	54	2.8	16,200	94,200	78,520	1.7	146.0
Iowa	35,860	229	83	0.9	6,500	54,200	34,690	1.9	173.7
Kansas	52,511	725	37	1.5	4,200	41,200	24,100	1.7	54.1
Kentucky	25,512	1,438	43	5.8	12,100	59,700	64,900	1.6	40.3
Louisiana	28,868	1,250	35	4.5	13,400	117,000	69,100	2.6	91.1
Maine	19,848	144	74	1.1	5,200	32,700	29,990	2.8	150.0
Maryland	6,319	202	217	6.6	7,600	40,500	36,740	0.9	96.7
Massachusetts	5,035	95	264	7.1	10,600	50,000	48,410	0.9	139.3
Michigan	36,492	3,528	253	10.4	34,500	170,200	178,350	1.9	45.0
Minnesota	51,206	3,457	182	7.1	12,400	96,800	63,260	2.3	26.6
Mississippi	30,223	1,774	21	5.9	10,500	70,200	56,810	2.7	39.1
Missouri	44,248	2,227	103	5.3	19,000	94,500	96,600	1.9	40.6
Montana	93,271	27,617	47	29.7	3,900	33,400	22,400	4.1	1.2
Nebraska	49,032	717	140	1.7	4,500	36,700	23,610	2.3	42.8
Nevada	70,264	59,996	145	85.6	3,500	23,400	19,940	2.4	0.4
New Hampshire	5,769	740	29	13.3	5,700	28,700	28,740	2.8	37.3
New Jersey	4,813	180	296	9.9	12,800	66,400	57,780	0.9	139.5
New Mexico	77,766	26,474	119	34.2	4,000	34,000	21,740	2.3	1.3
New York	30,681	287	256	1.8	28,900	161,900	154,630	0.9	298.2
No. Carolina	31,403	2,423	119	8.1	22,400	99,600	97,750	1.6	39.2
North Dakota	44,452	2,365	15	5.4	1,700	22,000	9,630	3.2	9.2
Ohio	26,222	378	112	1.9	27,700	148,000	130,190	1.4	302.0
Oklahoma	44,088	1,656	95	4.0	5,700	79,600	29,660	2.4	45.5
Oregon	61,599	30,110	89	49.0	12,200	77,900	70,490	2.9	2.6
Pennsylvania	28,804	701	282	3.4	31,800	168,900	162,070	1.4	171.8
Rhode Island	677	8	9	2.5	1,100	7,900	6,390	0.8	464.7
So. Carolina	19,374	1,195	79	6.6	6,100	37,400	28,860	1.1	29.4
So. Dakota	48,882	3,169	92	6.7	1,800	19,700	10,320	2.8	6.0
Tennessee	26,728	2,140	167	8.6	21,400	119,100	111,040	2.5	51.6
Texas	168,218	3,825	202	2.4	31,600	274,300	171,910	1.6	68.1
Utah	52,697	32,334	97	61.5	9,400	79,400	54,060	4.8	2.4
Vermont	5,937	322	171	8.3	2,300	13,300	12,500	2.5	27.0
Virginia	25,496	2,457	56	9.9	14,200	76,300	69,470	1.3	30.4
Washington	42,694	13,123	249	31.3	12,700	102,200	70,670	2.3	7.6
West Virginia	15,411	1,216	206	9.2	13,200	57,200	73,270	3.0	40.2
Wisconsin	35,011	1,908	117	5.8	11,000	88,100	60,920	1.8	43.5
Wyoming	62,343	31,387	120	50.5	2,500	21,000	14,310	4.1	0.7
U.S. Total	2,271,342	726,687	10,128	32.4	651,000	4,124,000	$ 3,390,000	1.7	5.6

Note: The 1986 sales, population, and economic figures above are not comparable to prior year estimates due to sales and population revisions. Includes competition motorcycles and three and four-wheeled all-terrain vehicles.

Source: (1) Statistical Abstract of the United States, 1986, U.S. Department of Commerce, Bureau of Census. Includes state park and recreation areas only.

(2) Derived from MIC Manufacturers Shipment Reporting System, 1986 Annual Report.

(3) 1986 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

(4) Derived from "Economic Value of the Motorcycle Retail Marketplace, " on page 11, by M.I.C. Includes retail sales of motorcycles and ATVs (new and used) and parts and accessories, dealer servicing, product advertising, vehicle financing charges, insurance premiums, dealer personnel salaries, state sales and dealer personal income taxes, and vehicle registration fees.

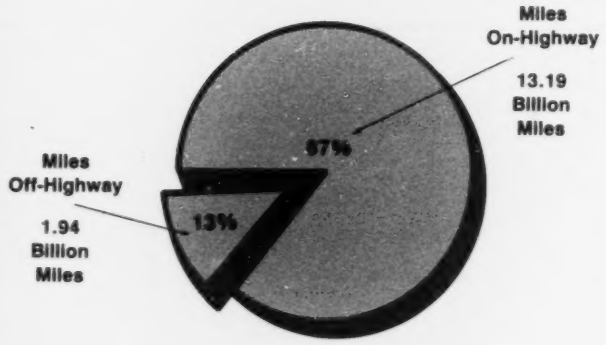
MILES TRAVELED ON AND OFF-HIGHWAY BY MODEL TYPE

It is estimated that the 7.6 million motorcycles, scooters, and ATVs in use traveled roughly 15.1 billion miles (including miles traveled off-highway), compared to an estimated 1,846 billion miles traveled by all other motor vehicles in 1986. 87% of the total motorcycle mileage in 1986 was on public highways and the remaining 13% was off-highway. On-highway motorcycles accounted for the majority (84%) of motorcycle travel, while travel on dual purpose and off-highway motorcycles, including ATVs, represented 6% and 10% respectively.

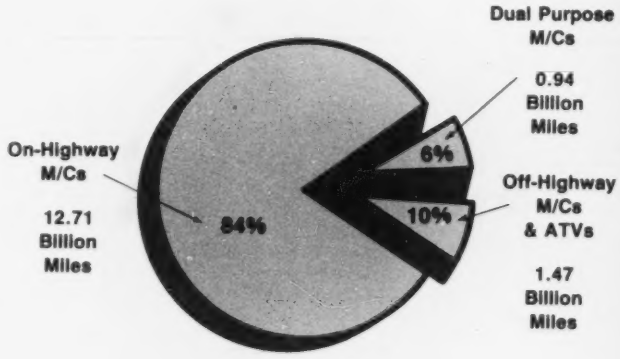
The majority (96%) of motorcycle mileage on public roads was accumulated by on-highway motorcycles, while only 4% of the mileage was traveled on dual purpose motorcycles. Off-highway motorcycles and ATVs accumulated three fourths (76%) of the miles traveled off-highway, and the remaining 24% was divided between dual purpose motorcycles with 18% and on-highway motorcycles with 6%.

15.1 BILLION MOTORCYCLE MILES TRAVELED IN 1986

Miles On-Highway and Off-Highway



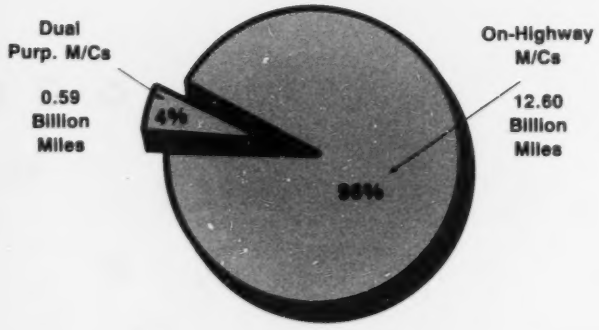
Miles by Model Type



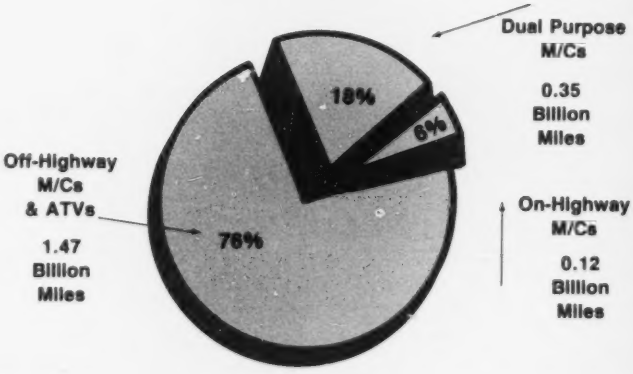
MOTORCYCLE USAGE

ON & OFF-HIGHWAY MILEAGE BY MODEL TYPE

Mileage On-Highway



Mileage Off-Highway



Note: The 1986 figures above are comparable only to 1985 and 1980 estimates.

Source: Derived by the Motorcycle Industry Council from the following sources:
1986 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.
1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research,Inc., Cincinnati, Ohio. February 1986.

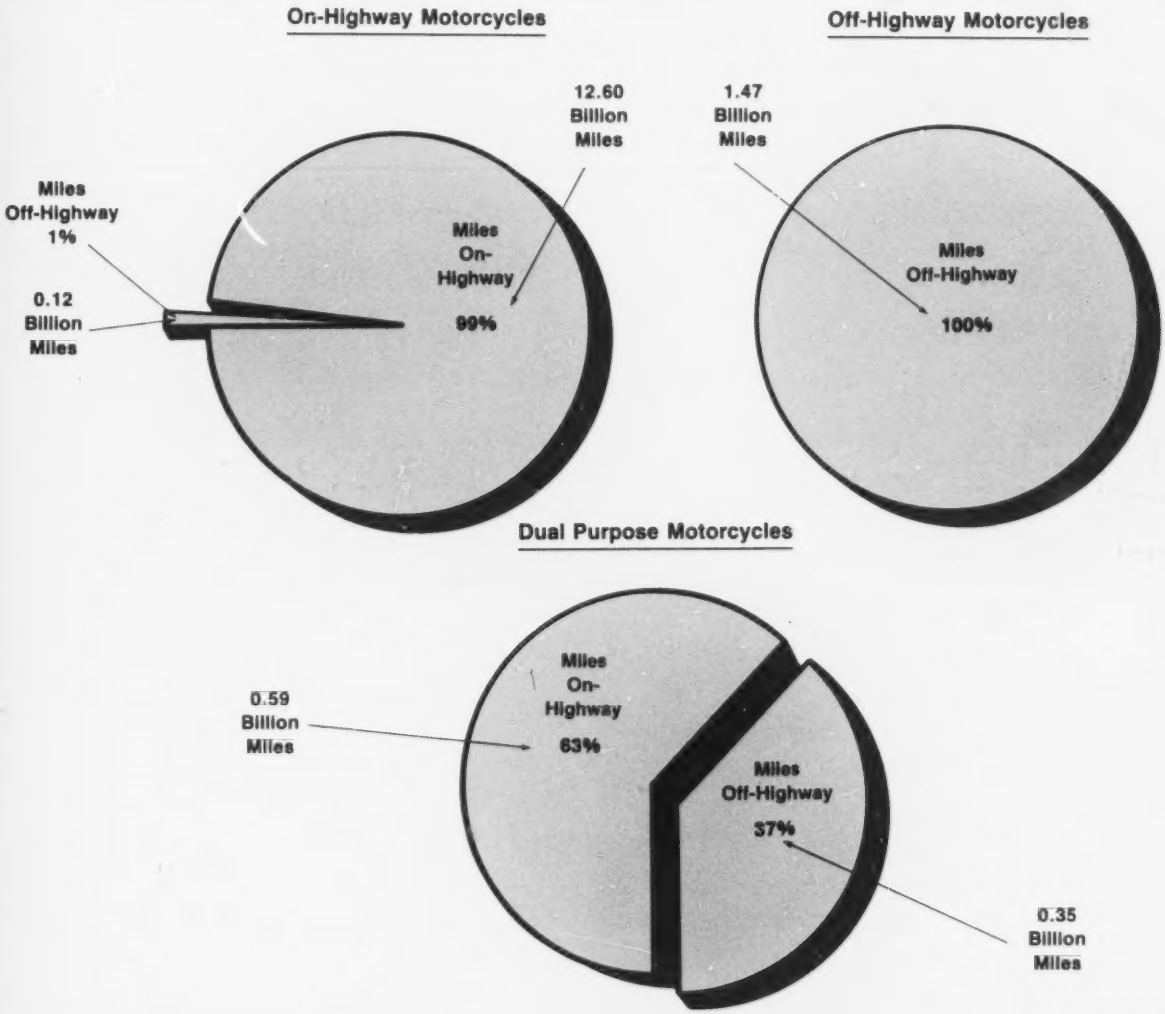
MILES TRAVELED BY MODEL TYPE FOR ON AND OFF-HIGHWAY

Of the total miles traveled by on-highway motorcycles in 1986, it is estimated that 99% was on public highways and the remaining 1% off-highway.

It is assumed that all of the mileage by off-highway motorcycles and ATVs was off public roads since these vehicles do not comply with the Federal Motor Vehicle Safety Standards for use on public roads.

Mileage by dual purpose motorcycles was somewhat greater on-highway (63%) than mileage off-highway (37%) in 1986.

ON & OFF-HIGHWAY MILEAGE BY MODEL TYPE



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MOTORCYCLE AVERAGE ANNUAL MILEAGE

In 1986 motorcycles ridden on-highway traveled an average of 3,327 miles. On-highway motorcycles tend to travel more than twice the distance traveled by dual purpose motorcycles on public highways. Motorcycles and ATVs ridden off-highway traveled an average of 468 miles in 1986. Off-highway motorcycles and ATVs combined tend to travel about the same distance off-highway as dual purpose motorcycles.

Based on 1985 consumer research, the majority of on-highway (79%) and off-highway (73%) riding occurred in the spring and summer. Riding in rural areas accounted for 41% of the miles ridden on-highway and 65% of the miles ridden off-highway. Weekend riding accounted for about half (52%) of on-highway riding and two thirds (68%) of off-highway riding.

AVERAGE ANNUAL MILEAGE TRAVELED IN 1986

Average Annual Mileage Traveled in 1986	Total Motorcycles	On-Highway Motorcycles	Off-Highway Motorcycles & ATVs	Dual Purpose Motorcycles
On-Highway	3,327	3,513	—	1,556
Off-Highway	468	382	469	503

ANNUAL MILEAGE BY SEASON, RIDING AREA, WEEKENDS

	Average % of Annual Mileage*	
	On-Highway	Off-Highway
By Season		
Spring	27%	28%
Summer	52%	45%
Fall	16%	18%
Winter	5%	10%
By Riding Area		
Major Cities	21%	21%
Suburban Areas	39%	14%
Rural Areas	41%	65%
On Weekends	52%	68%

*Percentages are mean averages and therefore do not always add up to 100%.

Source: 1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.
1986 Estimated Motorcycle Population and Usage, Motorcycle Industry Council, Inc., Costa Mesa, CA.

ON-HIGHWAY MOTORCYCLE FUEL ECONOMY AND COMMUTING

On average, motorcycles used on-highway are about twice as fuel-efficient as most new automobiles. Motorcycles used on-highway travel from about 40 to 120 miles per gallon of gasoline, depending on the size of the engine.

Of the 4.2 million motorcycles used on-highway, an estimated 2.6 million were used to commute to work or school at some time in 1986. The average number of days commuted in a four week period was 7, and the average number of miles commuted round trip was 23.

1987 MOTORCYCLE FUEL ECONOMY FIGURES

	Estimated Average Miles Per Gallon*	
Engine Displacement	On-Highway Motorcycles	Dual Purpose Motorcycles
Under 125 cc	121	99
125-349 cc	78	92
350-449 cc	58	66
450-749 cc	51	59
Over 749 cc	41	—

* Derived from manufacturer exhaust emission test results. The U.S. EPA requires manufacturers to certify exhaust emissions for all 50 cc and greater on-highway and dual purpose motorcycles. The EPA does not require fuel economy testing for motorcycles. However, fuel economy figures can be derived from the exhaust emission test results. MPG figures were derived in this way from 67, 1987 test vehicles produced by the four leading manufacturers which represent about 95% of the motorcycle sales nationwide.

MOTORCYCLE COMMUTING

Motorcycles Used to Commute to Work or School in 1986 (at some time)	2,600,000
Average Days Commuted in 4 Week Period	7 Days
Average Miles Commuted Round Trip	23 Miles

Source: MPG figures derived from tests performed by manufacturers in accordance with the U.S. EPA motorcycle exhaust emission certification test procedures.

1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

MOTORCYCLE RIDER EDUCATION PROGRAMS

It has become apparent in recent years that rider education and training are important steps in motorcycle accident prevention. Motorcycle accident statistics indicate that a substantial percentage of such accidents involve riders with limited experience and training.

Prior to 1973 there were few organized education and training programs to instruct beginners in safe motorcycle operation. Since 1973, the Motorcycle Safety Foundation (MSF), a private nonprofit traffic safety organization, has been successful in developing a motorcycle rider education program which includes instructor preparation and classroom and on-cycle rider instruction and is available to the public, as well as private, schools and organizations.

MOTORCYCLE SAFETY FOUNDATION RIDER EDUCATION PROGRAMS

The Motorcycle Safety Foundation's rider education program curriculum, known as the *Motorcycle RiderCourse: Riding and Street Skills* (MRC:RSS) is research-based and field-evaluated, and offers the latest in teaching techniques and instructional guidelines, as well as providing a complete set of educational materials.

The introductory course for new motorcyclists was published in 1976 as the Motorcycle Rider Course (MRC) and is still in use. Additionally, a revised MRC, the Motorcycle RiderCourse:Riding and Street Skills (MRC:RSS) was introduced in 1986. The MRC:RSS is presently used nationally by statewide program coordinators, all branches of the military, and independent sponsors. An Experienced Rider Course is also available. For the nearest course location, call toll free (800) 447-4700.

Trained Instructors play an important part in the success of a rider education course. MSF Chief Instructors have trained over 13,000 Instructors since 1973. Instructors complete a course of instruction that includes performance evaluation as a teacher and a motorcycle rider.

Motorcycle manufacturers and dealers cooperate by making motorcycles available for student use in the MRC:RSS training programs. More than 3,600 motorcycles were loaned to recognized sponsors in 1986.

Through these combined efforts motorcyclists have an opportunity to learn to ride safely. Courses meeting MSF minimum standards have prepared nearly 480,000 students since the program originated in 1973.

Many such courses are now supported, in part, with funds generated by state legislation. The Foundation's goal is to continue this quality rider education effort for the benefit of the motorcycle riding public.

Instructor Preparation

135 Chief Instructors prepared Instructors with MSF materials in 1986.

13,138 Instructors have been prepared with MSF assistance since 1973.

Rider Education Programs

Nearly 480,000 students have completed courses meeting MSF standards since 1973.

644 sites offered quality rider education courses in 1986.

410 were public sites and 234 were military sites.

The MSF rider education programs have been implemented in 50 states.

Source: Motorcycle Safety Foundation, Costa Mesa, California

STATE MOTORCYCLE RIDER EDUCATION PROGRAMS

Many state motorcycle rider education programs are supported, in part, with funds provided by state legislation. In recent years a number of states have recognized the benefits of motorcycle rider education, and have enacted legislation to provide motorcycle safety programs. Thus far, 26 states have passed motorcycle rider education legislation, 24 of which include funding through motorcycle license or registration fees, or from special legislative appropriations.

Some states also supplement their programs with federal highway safety funds. During 1986, 16 states obligated federal "402" funds for motorcycle safety programs.

STATE MOTORCYCLE RIDER EDUCATION PROGRAMS

State	MSF Recognized Rider Education Sites in 1986	MSF Rider Education Course Graduates in 1986	MSF Rider Education Instructors Active in 1986	State Legislation For Rider Education Programs (Effective Date)	Estimated Annual State Funding	Federal Funding For Rider Education Programs
Alabama	13	962	67	No	None	No
Alaska	1	37	13	No	None	No
Arizona	5	749	66	Yes (7/24/81)	$ 78,000	No
Arkansas	5	381	41	No	None	No
California	63	9,444	389	Yes (1/1/86)	$ 1.4 mil	No
Colorado	10	787	59	No	None	No
Connecticut	10	754	57	Yes (7/1/82)	$122,000	Yes
Delaware	7	280	23	Yes (7/1/85)	$ 85,000	No
District of Columbia	2	8	3	No	None	No
Florida	27	3,593	195	No	None	Yes
Georgia	9	516	41	Yes (1/1/85)	$360,000	No
Hawaii	7	1,194	34	No	None	Yes
Idaho	5	433	17	No	None	No
Illinois	5	7,609	297	Yes (1/1/82)	$964,000	Yes
Indiana	17	1,345	89	Yes (1/1/87)	$266,000	No
Iowa	31	1,629	133	Yes (7/1/82)	None	Yes
Kansas	15	734	44	Yes (9/1/82)	$ 90,000	No
Kentucky	4	873	17	No	None	No
Louisiana	6	1,890	35	No	None	Yes
Maine	5	165	16	Yes (7/16/86)	$ 76,000	No
Maryland	8	938	78	Yes (7/1/83)	$600,000	No
Massachusetts	9	684	39	Yes (4/7/87)	$190,000	No
Michigan	36	2,878	176	Yes (1/1/84)	$750,000	Yes
Minnesota	28	1,524	111	Yes (7/1/82)	$300,000	No
Mississippi	4	325	20	No	None	No
Missouri	6	463	75	No	None	Yes
Montana	3	139	7	No	None	No
Nebraska	9	98	54	Yes (8/15/81)	$ 70,000	Yes
Nevada	3	292	25	No	None	No
New Hampshire	2	88	13	No	None	No
New Jersey	5	261	41	No	None	No
New Mexico	5	1,512	64	Yes (7/1/83)	$105,000	No
New York	15	807	134	No	None	No
North Carolina	8	171	43	No	None	Yes
North Dakota	14	836	72	Yes (1/1/80)	$154,000	Yes
Ohio	11	800	71	Yes (3/11/87)	$1.1 mil.	No
Oklahoma	7	205	36	No	None	No
Oregon	6	743	51	Yes (10/15/83)	$150,000	No
Pennsylvania	32	6,568	189	Yes (7/1/84)	$1 mil.	Yes
Rhode Island	2	2,782	19	Yes (1/1/79)	None	No
South Carolina	9	993	37	No	None	Yes
South Dakota	1	596	35	Yes (7/1/82)	$ 57,000	Yes
Tennessee	8	313	53	No	None	No
Texas	42	3,206	304	Yes (9/1/83)	$208,000	Yes
Utah	4	659	14	No	None	Yes
Vermont	1	—	5	No	None	No
Virginia	28	4,476	170	Yes (5/1/85)	$252,000	No
Washington	25	1,907	89	Yes (6/10/82)	$ 90,000	No
West Virginia	2	24	7	No	None	No
Wisconsin	26	1,702	125	Yes (5/1/82)	$152,500	No
Wyoming	2	—	5	No	None	No
TOTAL U.S. *	608	69,372	3,798			

* Excludes military totals overseas.

Source: Motorcycle Safety Foundation, Costa Mesa, California.

STATE MOTORCYCLE OPERATOR LICENSING PROGRAMS

Each year the Motorcycle Safety Foundation surveys the licensing authorities in the nation's 51 licensing jurisdictions on motorcycle operator licensing programs.

The table below summarizes the use of MSF materials in the state motorcycle operator licensing programs. The Foundation's licensing department provides technical assistance and examiner training for states adopting the MOST and the alternate test.

1987 STATE MOTORCYCLE OPERATOR LICENSING PROGRAMS

1987 STATE	TYPE OF SKILL TEST	MOM ADOPTION	MOM KNOWLEDGE TEST	WAIVER FOR RIDER EDUCATION	SHARING THE ROAD WITH MOTORCYCLES ADOPTION	NUMBER OF MOTORCYCLE TESTING SITES	NUMBER OF DRIVER LICENSE EXAMINERS	NUMBER OF LICENSED DRIVERS (AS OF 12/31/85)	NUMBER OF LICENSED MOTORCYCLE OPERATORS (AS OF 12/31/85)	NUMBER OF MOTOR CYCLE REGISTRATIONS	TYPE OF VEHICLE REGISTERED AS MOTORCYCLE
Alabama	None	Yes	Yes	N	Yes	N/A	130	2,616,880	10,900	72,000	F,G,J
Alaska	MOST/Alternate	Yes	Yes	N	Yes	32	36	394,930	N/A	14,432	D,F,G,I,J
Arizona	**MOST**	**Yes**	**Yes**	**N**	**No**	**41**	**150**	**2,664,439**	**145,930**	**78,000**	**A,C,D,F**
Arkansas	Off-Street/Alternate	No	No	N	Yes	106	30	1,790,709	62,627	28,119	C,D,E,F,J
California	Off-Street	Yes	Yes	N	No	158	485	17,452,900	760,666	702,782	F,G,H,I,J
Colorado	**Alternate[2] Off-Street/On-Street**	**Yes**	**Yes**	**S**	**Yes**	**90**	**159**	**2,284,364**	**183,285**	**110,562**	**C,D,E,F,G,J**
Connecticut	MOST	Yes	Yes	N	Yes	11	95	2,105,030	156,500	35,000	D,E,F,H,I,J
Delaware	Alternate	Yes	Yes	K,S	Yes	4	18	459,875	33,274	8,360	C,D,E,F,H,J
D.C.	**MOST/Alternate**	**No**	**No**	**N**	**Yes**	**1**	**10**	**370,285**	**8,375**	**3,986**	**A,B,C,D,E,F,G**
Florida	MOST/Alternate	Yes[4]	Yes[4]	K,S	No	80	874	9,582,125	320,090	247,890	A,C,D,E,F,J
Georgia	MOST/Alternate	No	No	N	No	56	140	4,500,000	115,394	N/A	A,C,D,E,F,H,I,J
Hawaii	**Alternate/On-Street**	**No**	**No**	**N**	**Yes**	**13**	**31**	**593,952**	**17,335**	**10,607**	**C,D,F,I**
Idaho	None	No	No	N/A	No	N/A	44	692,403	N/A	50,758	C,D,E,F,G,H,J
Illinois	Off-Street/On-Street MOST/Alternate[5]	Yes	Yes	N	No	103	320	7,151,143	562,675	222,448	D,F,G,H,I,J
Indiana	**Alternate**	**Yes**	**Yes**	**S**	**No**	**37**	**89**	**3,597,585**	**194,572**	**6,310**	**B,D,E,F,H**
Iowa	Off-Street	Yes	No	S	No	140	36	2,036,065	264,190	188,277	A,C,D,E,F,I,J
Kansas	Alternate	Yes	Yes	K,S	Yes	113	158	1,656,144	235,796	78,739	B,C,D,G,F,J
Kentucky	**Off-Street/ On-Street**	**No**	**No**	**N**	**Yes**	**120**	**77**	**2,322,194**	**91,526**	**81,526**	**A,C,D,E,F,I,J**
Louisiana	Off-Street	No	No	N	No	80	350	2,956,500	80,837	113,667	F,G,I,J
Maine	Alternate MIT[1] in traffic	No	No	N	Yes	51	28	803,830	81,948	37,950	C,D,F,G,I,J
Maryland	**Alternate[3]**	**No**	**Yes**	**N**	**Yes**	**24**	**112**	**2,912,517**	**170,707**	**70,500**	**D,F,J**
Massachusetts	On-Street	No	No	N	Yes	35	135	3,792,074	232,142	84,999	D,F
Michigan	Alternate[2] Off-Street	Yes[5]	No	N	Yes	70	1,060	6,260,494	492,831	191,196	C,D,E,F,G,J,K[6]
Minnesota	**MOST/Alternate On-Street[3]**	**No**	**No**	**N**	**Yes**	**101**	**96**	**2,973,483**	**272,317**	**151,449**	**A,B,C,D,F,H,J**
Mississippi	MIT	Yes	Yes	S	Yes	91	47	1,816,916	N/A	25,158	F,G,I,J
Missouri	Off-Street	Yes	Yes	N	No	125	146	4,415,014	247,539	154,736	A,C,D,E,F,H,I,J
Montana	**Alternate**	**Yes**	**Yes**	**N**	**Yes**	**62[3]**	**22**	**686,744**	**29,900**	**36,987**	**A,C,D,E,F,H,J**
Nebraska	MIT	Yes	Yes	N	Yes	94	62	1,107,320	55,578	43,158	C,D,E,F,H
Nevada	MOST/Alternate	Yes	Yes	S	Yes	9	20	738,485	64,121	21,460	C,D,E,F
New Hampshire	**Alternate**	**No**	**No**	**S**	**Yes**	**14**	**24**	**716,937**	**88,092**	**9,467**	**C,D,E,F,H,J**
New Jersey	Off-Street/On-Street	Yes	No	N	No	30	100	5 million	200,000	96,000	C,D,E,F,J
New Mexico	MOST/Alternate	Yes	Yes	K,S	Yes	33	66	1,312,438	18,516	44,834	D,E,F,H,I,J
New York	**On-Street**	**Yes**	**No**	**N**	**No**	**107**	**140**	**9,841,209**	**437,343**	**216,686**	**F**
North Carolina	Off-Street	No	No	N	No	190	366	4,122,146	210,146	67,814	F,H,I,J,K
North Dakota	Alternate	Yes	Yes	N	Yes	56	25	443,002	36,344	31,480	D,E,F,G
Ohio	**Off-Street**	**Yes**	**No**	**N**	**No**	**94**	**178**	**7.6 million**	**588,833**	**277,487**	**D,F,J**
Oklahoma	MIT[1]	Yes	Yes	N	Yes	93	73	2,732,233	4,958	104,457	C,D,E,F,G,H,J
Oregon	MOST/Alternate On-Street	Yes	Yes	N	No	51	145	1,997,520	211,111	89,886	C,D,E,F,J
Pennsylvania	**Off-Street**	**Yes**	**Yes**	**K,S**	**No**	**77**	**102**	**7,555,006**	**443,860**	**201,089**	**F,J**
Rhode Island	Off-Street/On-Street	No	No	N	No	6	9	619,132	52,401	22,244	A,B,C,D,E,F,G,H,I,J,L
South Carolina	Off-Street	No	Yes[5]	N	Yes	50	120	2,120,147	58,747	37,882	D,E,H,J
South Dakota	**MOST/Alternate**	**Yes**	**Yes**	**K,S**	**Yes**	**86**	**43**	**523,000**	**N/A**	**36,956**	**A,B,C,D,F,G**
Tennessee	Alternate/On-Street	Yes	Yes	N	Yes	103	222	3,657,359	192,225	102,831	C,D,E,F,J
Texas	On-Street	Yes	Yes	N	No	178	337	11,277,903	733,141	277,551	A,D,E,F,G,H,I,J,K
Utah	**MOST[3]**	**Yes**	**Yes**	**N**	**No**	**15**	**54**	**1,100,000**	**229,000**	**N/A**	**A,C,D,E,F,G,H,I,J**
Vermont	Alternate	Yes	No	N	Yes	11	15	400,076	44,276	23,556	A,D,E,F
Virginia	Alternate[1]/Off-Street On-Street	Yes	Yes	N	Yes	118	173	3,804,113	206,915	72,181	C,D,E,F,H,J
Washington	**Alternate**	**Yes**	**Yes**	**N**	**Yes**	**87**	**254**	**3,041,215**	**267,397**	**124,957**	**D,E,F,H,J**
West Virginia	None	No	No	N/A	No	N/A	41	1,298,585	N/A	93,430	F,G,J
Wisconsin	MIT	Yes	Yes	K	Yes	124	200	3,265,322	260,040	188,331	D,F
Wyoming	**Off-Street**	**Yes**	**Yes**	**N**	**Yes**	**37**	**63**	**380,502**	**40,314**	**N/A**	**A,B,D,E,F,J**

1. In some states as a part of research project
2. Some sites
3. Only 14 and 15 year olds licensed
4. Effective 10/1/88
5. On-Street used for three wheel vehicle testing only
6. District Supervisors and Overhead are also trained to give drivers license examinations

MOST — Motorcycle Operator Skill Test
Alternate — Alternate MOST
MIT — Motorcyclist in Traffic Test
Alternate MIT

Parts of Motorcycle Test Waived for Rider Course Graduates

P — Partial
N — None
K — Knowledge
S — Skill
K + S — Both Control Skills

Vehicles Registered as Motorcycles

A. 3 wheel all terrain vehicle
B. All terrain with more than 3 wheels
C. 3 wheel service vehicle (common type)
D. Modified 3 wheel (double seat)
E. Modified 3 wheel (bench seat)
F. Motorcycle with side car
G. Moped
H. No pedal assist (motorcycle 3 wheel vehicle without pedals)
I. Motorbike
J. Motorcycle
K. Gas Cars
L. Motorscooter

The Motorcycle Operator Skill Test (MOST)

Nearly three years of research resulted in the development of a new motorcycle operator testing procedure. Research shows the test works. In comparison with an existing state test, the Motorcycle Operator Skill Test (MOST) showed a 15 percent reduction in accidents. When coupled with a rider training program, accidents were reduced 21 percent.

The MOST contains nine exercises that test the skills riders need to operate safely in traffic. Since the test only requires an area 50 x 125 feet, it can be set up in a parking lot. The MOST has been proven to be effective. Some states, however, do not have enough space available to adopt the MOST. The Alternate MOST was developed specifically for these areas. It includes modified portions of important exercises in the MOST along with other basic control exercises.

The Motorcycle Operator Manual (MOM)

In addition to the skill test, a new manual is available for motorcycle operators. *The Motorcycle Operator Manual (MOM)* includes information on proper protective gear, handling different road surfaces and reacting to emergencies. License applicants in a study group increased their knowledge 15 percent by reading the manual. MSF provides free printer's negatives on a loan basis to states adopting the manual.

The Motorcycle Knowledge Test

The Motorcycle Knowledge Test was developed from the contents of the *Motorcycle Operator Manual*. Using multiple choice questions and line drawings, the test emphasizes areas critical to safe riding. MSF will provide a set of tests and slides for duplication to states using automated testing machines.

The Motorcyclist In-Traffic Test (MIT)

The MOST and Alternate MOST are designed for off-street testing. Several states do not have off-street testing facilities or prefer to administer an in-traffic test. The MIT consists of 21 test situations considered to be most important for the safe operation of a motorcycle in traffic. The applicant is scored by an examiner following the motorcycle in another vehicle.

The Motorcycle Skill Test Practice Guide

The Practice Guide is designed to provide motorcycle license applicants with a series of exercises that they can practice in a parking lot before they take their skills test. These exercises are not meant to replace a rider education course but simply to provide practice on necessary skills before testing. MSF provides free printer's negatives on a loan basis for states that would like to provide this booklet to motorcycle applicants.

The Sharing The Road With Motorcycles Information

Studies have shown that most motorcycle accidents are caused by drivers of other vehicles. MSF has developed information for state driver's manuals entitled *Sharing The Road With Motorcycles*. It gives other drivers information on conditions and situations commonly faced by motorcyclists.

This information was assembled by the Motorcycle Safety Foundation licensing department. Licensing authorities in all 50 states and the District of Columbia were directly contacted by MSF for an update on the information listed in the chart.

Although the information was obtained from the most authoritative sources available as of July 1988, the Motorcycle Safety Foundation is not responsible for its accuracy or completeness.

Source: Cycle Safety Info, State Motorcycle Operator Licensing — 1987, Motorcycle Safety Foundation, Costa Mesa, California.

MOTORCYCLE USAGE

STATE MOTORCYCLE OPERATOR LICENSING PROCEDURES

Program efforts and improvements in licensing as well as education are needed to help reduce motorcycle accidents, deaths and injuries. The Motorcycle Safety Foundation has aided in this effort through research (i.e., development of improved motorcycle operator licensing examinations) and the training of state licensing personnel.

Current licensing requirements and procedures by state, for 1987, are outlined below. Nearly all states require a special motorcycle license or endorsement for all individuals regardless of age, have a special knowledge test for motorcycle operators, and inspect the motorcycle or check for a valid inspection sticker. The minimum age for obtaining a motorcycle license ranges from 14 to 18.

1987 STATE MOTORCYCLE OPERATOR LICENSING PROCEDURES

1987 STATE	SPECIAL LICENSE OR ENDORSEMENT	DURATION OF LICENSE	MINIMUM AGE WITH DRIVER EDUCATION	LEARNER'S PERMIT	MINIMUM AGE WITHOUT DRIVER EDUCATION	RIDER EDUCATION PREREQUISITE TO LICENSING	SKILL TEST ADMINISTRATION OR APPOINTMENT (APPT) OR WALK-IN (WI) BASIS	RE-EXAMINATION REQUIRED	Reexamined for: VISION	KNOWLEDGE	CITY STREET	IN TRAFFIC
Alabama	Yes[1,14]	4	14	No	14-16[14]	No	N/A	No	Yes	Yes	No	No
Alaska	Yes	5		2 yrs	14-16[14]	No	APPT, WI	Yes	Yes	No	No	No
Arizona	Yes	4	16	6 mo	16	No	WI	Yes[2]	Yes	Yes[2]	Yes[2,3]	No
Arkansas	Yes	2/4	16	No	16	No	WI	No	No	No	No	No
California	Yes	4	16	1 yr	18	No	APPT	Yes	Yes	Yes	No	No
Colorado	Yes	4	16	180 days	16[5]	No	WI	No	Yes	No	No	No
Connecticut	Yes	4	16	60 days	18	No	APPT, WI	No	No	No	No	No
Delaware	Yes	4	16	60 days	18	No	WI	No	Yes	No	No	No
D.C.	Yes	4	16	60 days	16	No	APPT	Yes 70-74	Yes 70-74	Yes 70+	Yes	Yes
Florida	Yes	4/6		90 days	15[6]	No	APPT	Yes	Yes	Yes	No	No
Georgia	Yes	4	16	6 mo	16	No	WI	Yes	Yes	No	No	No
Hawaii	Yes	2/4	15	90 days	15	No	APPT	Yes	Yes	Yes	No	No
Idaho	No	N/A	14	No	16	No	WI	No	Yes	No	No	No
Illinois	Yes	3/4	16[7]	1 yr	18	Yes[23]	WI	Yes[7]	Yes	Yes	Yes[7]	Yes[7]
Indiana	Yes	2/4	15	Yes	16 1mo	No	WI	No	Yes	Yes	No	Yes
Iowa	Yes	2/6	16	2 yrs	18	Yes[1]	APPT, WI	Yes	Yes	Yes[2]	Yes[2]	Yes[2]
Kansas	Yes	4	14	6 mo	14	No	WI	Yes	Yes	Yes	No	No
Kentucky	Yes	4	16	6 mo	16	No	APPT, WI	No	No	No	No	No
Louisiana	Yes	4	15	No	15	No	WI	No	Yes[11]	No	No	No
Maine	Yes	4[1]	16	1 yr	17	Under 17	APPT	No	Yes	No	No	No
Maryland	Yes	4	16	180 days	18	No	WI	Yes	Yes	No	No	No
Massachusetts	Yes	4	16[1]	1 yr	17	No	APPT	No 4 yrs	Yes[11]	No	No	No
Michigan	Yes	4	16	150 days	18	Yes[1,10]	APPT, WI	No	Yes	No	No	No
Minnesota	Yes	4	16	45 days	18	Yes[1]	APPT, WI	Yes	Yes	No	No	No
Mississippi	Yes	4	15	60 days	15	No	WI	No	No	No	No	No
Missouri	Yes	3	16	60 days	16	No	WI	Yes[12]	Yes	No	No	No
Montana	Yes	4	15	6 mo	16	No	APPT, WI	Yes	Yes	No	Yes[2]	Yes[2]
Nebraska	Yes	4	16	1 yr	16	No	WI	Yes	Yes	Yes	No	Yes
Nevada	Yes	4	16	6 mo	16	No	APPT, WI	Yes	Yes	Yes[2]	Yes[2]	No
New Hampshire	Yes	4	16	30 days	18	No	APPT	Yes	Yes	No	No	No
New Jersey	Yes	4	17	90 days	17	No	APPT	Yes every 10 yrs	No	No	No	No
New Mexico	Yes	4	15	6 mo	16	No	APPT	Yes 2 yrs	Yes[11]	No	No	No
New York	Yes	4	16	1 yr	16[15]	No	APPT	Yes[16]	Yes	Yes	No	No
North Carolina	Yes	4	16	No	18	No	APPT, WI	Yes	Yes	Yes	Yes	No
North Dakota	Yes	4	14[1]	6 mo	16 Under 16	Yes	APPT	No	Yes	No	No	No
Ohio	Yes	4	16	6 mo	18	No	APPT	Yes	Yes	No	No	No
Oklahoma	No	2	14	Yes	14[4]	No	WI	No	No	No	No	No
Oregon	Yes	4	16	Yes	16	No	APPT, WI	No	No	No	No	No
Pennsylvania	Yes	2/4	—	120 days	16	No	WI	No	No	No	No	No
Rhode Island	Yes	2/5	16	90 days	18 New only	Yes	APPT	Yes	Yes	Yes	Yes	Yes
South Carolina	Yes	4	15	6 mo	15	No	APPT, WI	Yes	Yes	No	No	No
South Dakota	Yes	4	—	No	14	No	WI	Yes[18]	No	No	No	No
Tennessee	Yes	4	14[1]	No	14[1]	No	WI	No	No	No	No	No
Texas	Yes	4	15[1]	1 yr	18	Yes Under 18	WI	Yes	Yes	No	No	No
Utah	Yes	4	16	60 days	16	No	WI	Yes	Yes	Yes	No	No
Vermont	Yes	2/4	16	60 days	18	No	APPT, WI	No	No	No	No	No
Virginia	Yes	5	16	1 yr	18	No	WI	Yes	Yes	No	No	No
Washington	Yes	4	16	90 days	18	Yes[1]	APPT	Yes	Yes	Yes[2]	Yes[2]	Yes[2]
West Virginia	No	N/A	16	60 days	16	No	N/A	No	No	No	No	No
Wisconsin	Yes	2/4	16	6 mo	18	No	APPT	Yes[19] 2 yr	Yes[19]	Yes[19]	No	Yes[19]
Wyoming	Yes	4	16	90 days	16	No	WI	Yes	Yes	Yes	Yes[2]	No

1. Under age 18.
2. If driving record warrants.
3. At examiner discretion.
4. Motorcycle only - applicants.
5. Permit issued at 15½ if enrolled in approved course.
6. Restricted to 150 cc.
7. Age 69 and older required to pass complete exam every 4 years.
8. New applicants or expirations of one year or more. Those who pass test expires except for 10% random select.
9. Not correctly administered.
10. Age 14-15 restricted to and from work.
11. Each renewal.
12. After failing skill test twice.
13. Age 14 for motor driven cycle license; age 16 for motorcycle license.
14. Age 14-1/2 motor driven cycle; age 16 for motorcycle license.
15. Class B (16-18) motorcycle license is permit not valid in New York City. Nassau County has special restrictions.
16. Only if there is a legitimate complaint against operator ability.
17. Under 16 restricted to 250 cc or less.
18. Age 14 to 15 restricted to 125cc or less.
19. Only when cause or request.
20. Age 15 restricted to not more than 125cc.
21. After age 65, every 2 years.
22. Over 750cc must have completed DOT Motorcycle Rider Education Course.
23. Age 16-17 year olds desiring license for 150 + cc motorcycle.

This information was assembled by the Motorcycle Safety Foundation licensing department. Licensing authorities in all 50 states and the District of Columbia were directly contacted by MSF for an update on the information listed in this chart.

Although this information was obtained from the most authoritative sources available as of July 1986, the Motorcycle Safety Foundation is not responsible for its accuracy or completeness.

Source: Cycle Safety Info, State Motorcycle Operator Licensing — 1987, Motorcycle Safety Foundation, Costa Mesa, California.

MOTORCYCLE ACCIDENT STATISTICS BY STATE

Based on numerous criteria, the Motorcycle Safety Foundation has compiled the following national and state motorcycle accident statistics for 1986.

In 1986 the number of reported motorcycle accidents decreased 5.0% and fatalities decreased 2.2% compared to 1985. The number of accidents per 10,000 registrations declined 1.4%, while fatalities per 10,000 registrations increased only 1.6%.

1986 MOTORCYCLE ACCIDENT STATISTICS

		Registrations	Reported Accidents	Accidents Per 10,000 Registrations	Fatalities	Fatalities Per 10,000 Registrations	Fatalities Per 100 Accidents
National							
1986		**5,023,749**	**163,983**	**326.42**	**4,525**	**9.01**	**2.76**
1985		**5,215,941**	**172,611**	**330.93**	**4,628**	**8.87**	**2.68**
State Data - 1986							
Alabama	(8,16,19,23,30)	62,562	2,443	390.49	34	5.43	1.39
Alaska	(1,2,9,10,20,23,28)	14,103	190	134.72	8	5.67	4.21
Arizona	(1,2,4-6,16,20,26,27)	78,233	4,599*	587.86	113	14.44	2.46
Arkansas	(1,9,19,24,28)	28,844	1,163	403.20	28	9.71	2.41
California	(1,3,5,9,12,20,23,27)	699,239	31,230	446.63	895	12.80	2.87
Colorado	(1,4,9-15,20,23,27)	107,660	2,641	245.31	52	4.83	1.97
Connecticut	(1,4,9,11,21,26,30)	60,964	2,601	426.65	67	10.99	2.58
Delaware	(1,9,22,23,28)	8,124	310	381.59	6	7.39	1.94
Dist. of Col.	(8,16,22,26,30)	5,608*	507*	904.07	5*	8.92	0.99
Florida	(8,16,22,26,30)	216,025*	10,084	466.80	270	12.50	2.68
Georgia	(1-5,9-13,15,19,23,30)	84,543	3,040	359.58	80	9.46	2.63
Hawaii	(1,4,9-13,19,23,28)	11,055	441	398.91	10	9.05	2.27
Idaho	(1,2,4,5,9,11,19,23,27)	47,019	809	172.06	27	5.74	3.34
Illinois	(1,2,4,9,10,12,19,23,27)	250,829	8,108	323.25	187	7.46	2.31
Indiana	(1-5,7,9-13,15,18,26,30)	135,729	3,951	291.09	128	9.43	3.24
Iowa	(8,16,20,23,27)	172,444	1,905	110.47	54	3.13	2.83
Kansas	(1,2,5,9-13,15,20,23,27)	73,890	1,644	222.49	43	5.82	2.62
Kentucky	(1,5,9,10,14,18,26,27)	38,487	1,664	432.24	46	11.96	2.76
Louisiana	(1,2,4,6,9,10,12,14,18,26,27)	89,700	1,785	199.00	65	7.25	3.64
Maine	(1,9,19,23,27)	37,246	926	248.62	19	5.10	2.05
Maryland	(1,4,9,11,12,22,23,27)	74,891	2,823	376.95	84	11.22	2.98
Massachusetts	(1,9,21,26,27)	85,000	5,148*	605.65	57	6.71	1.11
Michigan	(1,4,9-12,16,23,28)	185,993	4,782*	257.11	103	5.54	2.15
Minnesota	(1,4,5,9,20,23,30)	141,261	2,318	164.09	66	4.67	2.85
Mississippi	(8,16,22,26,30)	25,621*	784*	306.00	30	11.71	3.83
Missouri	(1,6,9,11,12,14,15,20,23,27)	78,533	2,525	321.52	61	7.77	2.42
Montana	(1,9,19,23,30)	27,493	436	158.59	16	5.82	3.67
Nebraska	(1,4,5,9-13,15,20,23,30)	33,077	970	293.26	24	7.26	2.47
Nevada	(8,9,22,23,28)	18,899	611	323.30	19	10.05	3.11
New Hampshire	(1,9,11,22,26,30)	36,007	969	269.11	28	7.78	2.89
New Jersey	(8,16,22,26,30)	116,602*	4,699*	402.99	68	5.83	1.45
New Mexico	(1-4,9-12,15,19,23,27)	42,152	1,693	401.64	50	11.86	2.95
New York	(1,3,4,6,16,22,26,30)	214,693	8,130*	378.33	213*	9.91	2.62
North Carolina	(1,9,20,23,30)	64,129	2,750	428.82	94	14.66	3.42
North Dakota	(1,3,4,9,11,12,21,25,28)	28,118	286	101.71	7	2.49	2.45
Ohio	(8,9,11,12,16,23,27)	304,128	7,246	238.25	214	7.04	2.95
Oklahoma	(1,3-5,9,11-13,17,25,30)	68,093	1,917	281.53	61	8.96	3.18
Oregon	(1,9-13,15,20,23,27)	87,105	1,614*	185.29	79	9.07	4.89
Pennsylvania	(1,2,7,9-13,15,22,26,30)	190,345	4,920	258.48	160	8.41	3.25
Rhode Island	(1,2,9-15,19,23,27)	27,155	320*	117.84	21	7.73	6.56
South Carolina	(1,4,7,9,12,14,18,23,30)	36,074	2,284	633.14	76	21.07	3.33
South Dakota	(1-3,5,7,9-13,20,26,30)	36,036	475	131.81	11	3.05	2.32
Tennessee	(1,3-5,7,9,10,12,18,23,30)	114,071	2,819	247.13	89	7.80	3.16
Texas	(1,2,4-6,9-14,19,26,27)	248,411*	10,423	419.59	412	16.59	3.95
Utah	(1,2,4,9,10,12,20,26,30)	53,000	1,565*	295.28	31	5.85	1.98
Vermont	(1,2,4,5,9,13,20,23,30)	23,048	405*	175.72	6	2.60	1.48
Virginia	(1,4,9,12,20,23,28)	79,037	2,602	329.21	85	10.75	3.27
Washington	(1,9,19,23,27)	122,751	3,506	285.78	80	6.52	2.28
West Virginia	(1,2,9,10,22,23,30)	31,992	813	254.13	26	8.13	3.20
Wisconsin	(1,2,4,9-13,20,23,30)	186,020	3,800	204.28	104	5.59	2.74
Wyoming	(1-4,9-13,20,23,28)	21,500	307	142.79	13	6.05	4.23

* Estimated

Footnotes

Registrations: (vehicle types included)
1. Street-legal motorcycles
2. Mopeds and other motorized bicycles of 50cc or less
3. Off-road motorcycles
4. Scooters
5. 3 or 4-wheeled all-terrain vehicles (sometimes known as ATVs or ATCs)
6. Other types of vehicles
7. Title only, no street registration (license plate) issued
8. Description not available

Accidents: (vehicle types included)
9. Street-legal motorcycles
10. Mopeds and other motorized bicycles of 50cc or less
11. Off-road motorcycles
12. Scooters
13. 3 or 4-wheeled all-terrain vehicles (sometimes known as ATVs or ATCs)
14. Other types of vehicles
15. Title only, no street registration (license plate) issued
16. Description not available

Accident-Damage Threshold
17. $0-$50 property damage threshold
18. $100-$200 property damage threshold
19. $250-$350 property damage threshold
20. $400-$500 property damage threshold
21. $900-$1,000 property damage threshold
22. No property damage figure specified/available

Accident-Description:
23. Accident where motorcycle property damage, personal injury or fatality occurs on public streets/highways
24. Accident where motorcycle property damage, personal injury or fatality occurs on non public or public streets/highways
25. Accident where motorcycle property damage, personal injury or fatality occurs on non public or public streets/highways or in off-road use
26. Other/Not available

Fatalities:
27. Number of motorcyclists, passengers, and others (such as pedestrians) fatally injured in a motorcycle accident
28. Number of motorcyclists and passengers fatally injured in a motorcycle accident
29. Motorcycle operators only
30. Other/Not available

Source: Compiled by Motorcycle Safety Foundation, Costa Mesa, CA., as of July 28, 1987.

STATE MOTORCYCLE EQUIPMENT REQUIREMENTS

Each state governs the operation, registration, and licensing of motor vehicles. In general, motorcycles registered for use on public highways are required to meet the equipment requirements in the state in which they are registered. This is in addition to compliance with Federal Motor Vehicle Safety Standards which is required by the motorcycle manufacturers.

The most current state equipment requirements, as of May 1987, are listed below.

STATE MOTORCYCLE EQUIPMENT REQUIREMENTS, MAY, 1987

	SAFETY HELMET	EYE PROTECTION	REARVIEW MIRROR	BRAKES	HANDLEBAR HEIGHT	PASSENGER SEAT	PASSENGER FOOTRESTS	PASSENGER HANDHOLD	HEADPHONES PROHIBITED	TURN SIGNALS	SPEEDOMETER/ ODOMETER	HEADLIGHT DAYTIME USE	PERIODIC INSPECTION
Alabama	•		•	•-13	•-17	•	•						
Alaska	•-5	•-k	•-11	•-13	•-17	•	•	•	•				•-25
Arizona	•-4	•-j	•	•-12	•-17	•	•	•					•-23
Arkansas	○	•	•	•-12		•	•	•				•	•
California	•-9		•	•-13	•-19	•	•		•-n	•-b		•-i	•-25
Colorado		•	•	•-12		•	•						•-25
Connecticut		•-j	•	•-13,g	•-17	•	•					•-e	•-25
Delaware	•-1,7	•	•	•-12	•-17	•	•			•			•
Dist. of Col.	•	•-j	•	•-13	•-17,#	•	•	•			•-20		•
Florida	•	•	•	•-13	•-17	•	•		•-o			•	
Georgia	•	•-j	•	•-12	•-17	•	•		•			•	
Hawaii	•-1,4	•-j	•	•-12	•-17	•	•						•
Idaho	•-4			•-12		•	•						
Illinois		•	•	•-12	•-19	•	•		•			•	
Indiana	•-4	•-4		•-13	•-17	•	•					•	
Iowa			•	•-12	•-17	•	•				•	•-h	
Kansas	•-4	•-j	•	•	•-19	•	•			•-b		•-21	•-25
Kentucky	•	•	•	•-12		•	•						
Louisiana	•	•-j	•-10	•-12	•-17	•	•						•
Maine	•-3		•	•-12	•-19	•	•					•	•
Maryland	•-1,4	•-j	•-11	•-12	•-17	•	•	•-#	•-n		•-#		•-24
Massachusetts	•	•-j	•	•-13	•-17	•	•		•				•
Michigan	•	•-2,j	•	•-13	•-17	•							•-25
Minnesota	•-4,m	•-j	•	•-12	•-19	•	•		•-n			•	•-25
Mississippi	•		•	•-12	•-14,#						•-20,#		•
Missouri	•			•-12	•-17,#								•
Montana	•-4		•	•-13		•	•					•	
Nebraska				•-12	•-16	•	•						
Nevada	•	•-j	•-11	•-13	•-17	•	•			•			
New Hampshire	•-4	•-j	•	•-12	•-17	•	•	•-#		•	•-#		•
New Jersey	•-1	•-j	•	•-12	•-19	•	•						•
New Mexico	•-1,4	•-j	•	•-13	•-17	•	•						•-25
New York	•-1	•	•	•-13	•-17	•			•-n	•-a,#	•-20,f	•	•
No. Carolina	•		•	•-12		•	•					•	•
No. Dakota	•-1,4		•	•-13	•-17	•	•				•		
Ohio	•-4,8	•-j	•	•-12	•-17	•	•						•-25
Oklahoma	•-4	•-j	•-11	•-13	•-15	•	•				•-20		•
Oregon	•-4		•	•-12	•-19	•	•			•-b		•	•-25
Pennsylvania	•	•	•-d,#	•-13	•-19	•	•	•			•-#		•
Rhode Island	•-p	•	•	•-12	•-17	•	•	•	•		•-20,a		•
So. Carolina	•-1,6	•-6,j	•	•-13	•-17	•	•					•	•
So. Dakota	•-4	•-j	•	•-12	•-17	•	•						
Tennessee	•	•-j	•	•-12	•-17	•	•					•	
Texas	•-1,4		•	•-13	•-17,#	•							•
Utah	•-4		•	•-12	•-19	•	•	•-#			•-22		•
Vermont	•-1	•-j	•	•	•-17	•	•						•
Virginia	•	•-j	•	•-13,c	•-17	•	•		•				•
Washington	•-4	•-j	•-11	•-13,a	•-17	•	•		•			•	•-25
W. Virginia	•-1	•	•	•-12	•-17	•	•					•	•
Wisconsin	•-4,m	•-k	•	•-12	•-18	•	•				•	•	•-25
Wyoming	•-4		•	•-12	•-19	•	•					•	

- • Requirement in law
- • If carrying a passenger

1. Reflectorization
2. Where speeds exceed 35 mph
3. Under 15 years, with learner's permit, or for 1 year after obtaining license
4. Under 18 years
5. Under 19 years
6. Under 21 years
7. Possession by all, wear under 19 years & by instruction permit holders
8. Novice license holders
9. Under 15½ years
10. Left side
11. Left and right side
12. One wheel
13. Both wheels
14. Maximum of 10" above fasten point
15. Maximum of 12" above fasten point
16. Maximum of 15" above fasten point
17. Maximum of 15" above seat
18. Maximum of 30" above seat
19. Handgrips below shoulder height
20. Speedometer
21. For motorcycle manufactured after 1/1/78
22. Odometer
23. Annual emissions inspection
24. Upon transfer of title
25. Random

a. If originally equipped by manufacturer
b. For motorcycle manufactured after 1/1/73
c. For motorcycle manufactured after 7/1/74
d. For motorcycle manufactured after 4/1/77
e. For motorcycle manufactured after 1/1/80
f. For motorcycle manufactured after 9/1/80
g. For 1974 or later model year motorcycle
h. For 1977 or later model year motorcycle
i. Manufacturer requirement for motorcycle manufactured after 1/1/76
j. Except if equipped with windscreen
k. Except if equipped with windscreen 15" or higher
m. Instructional permit holders
n. Prohibited in both ears simultaneously
o. Except helmets with speakers
p. For passengers

\# Required by inspection regulations

Many state inspection regulations require that any equipment installed on a motorcycle must function properly even though the equipment is not required by law.

Although this chart represents information from the most authoritative sources available as of the date shown above, the Motorcycle Industry Council is not responsible for accuracy or completeness.

Information concerning equipment requirements in Canada can be obtained from the Motorcycle & Moped Industry Council (MMIC) at 46 Richmond St., West Suite 204, Toronto, Ontario, Canada M5H 1Z3; (416) 869-3748.

Source: Motorcycle Industry Council, Costa Mesa, California

STATE OFF-HIGHWAY MOTORCYCLE REQUIREMENTS

Off-highway motorcycles and all-terrain vehicles are subject to a wide variety of regulations for use in nearly every state. Individual states may have a vehicle registration program, an operator license requirement or specific equipment requirements. Several states are also developing a special off-highway fund through the registration program or gasoline tax rebates based on the amount of fuel used off-highway. This money is then used for the acquisition, development or maintenance of off-highway vehicle use facilities.

The chart below summarizes the requirements of each state for vehicles and operators as of May, 1987. The requirements specified below do not necessarily apply to ATVs. For information on ATV requirements contact the Specialty Vehicle Institute of America at the address on page 44.

STATE OFF-HIGHWAY MOTORCYCLE REQUIREMENTS, MAY, 1987

State	Off-Highway Registration	Vehicle Title	Operator License	Minimum Age to Operate	Off-Highway Equipment Requirement: Lighting	Brakes	Muffler	Spark Arrester	Other	Rider Education	State OHV Funding	OHV Advisory Council	Total Motorcycles Used Off-Highway at Some Time in 1986
Alabama		7											101,300
Alaska		7		•-12D									34,800
Arizona		•					•-C						81,600
Arkansas		7										Yes	97,200
California	•-1A	•			•-17	•	•-19C	•-20		30	•-26	Yes	481,400
Colorado		8					•-19C						63,300
Connecticut	•-5A	7			•	•	•						33,000
Delaware	•-4A	8		•-11	•-17	•	•-19C	•	•-21	30	•-25		7,500
Dist. of Col.		•											100
Florida	•-5BE	8											148,300
Georgia		8				•	•						120,400
Hawaii		8											N/A
Idaho	•-5A	8					•-19			30	•-25	Yes	46,400
Illinois		7											111,100
Indiana	•-4BE	•-9		•-12	•	•-18	•				•-25		94,200
Iowa		8					•-D						54,200
Kansas		7											41,200
Kentucky		7					•						59,700
Louisiana	•-A	•											117,000
Maine	•-6B	8			•-17C		•-19C	•	•-29	•-3	•-25		32,700
Maryland	•-5BD	7	•-2D	•-15	•-17D	•-D	•-19D				•-25		40,500
Massachusetts	•-5B	7		•-12	•	•	•-19	•	•-21				50,000
Michigan	•-6A	8		•-13	•-17	•-18	•-19C	•		•-10	•-25	Yes	170,200
Minnesota		•-9											96,800
Mississippi		•-9											70,200
Missouri		•											94,500
Montana		8											33,400
Nebraska		8											36,700
Nevada		•-9						•					23,400
New Hampshire	•-4B	8		•-11	•-17	•-18	•-19	•	•-31	•-10	•-27	Yes	28,700
New Jersey		8											66,400
New Mexico	•-5A	•											34,000
New York	•-6A	8		•-35	•-17C	•-C	•-19C	•-20	•-21	•-36	•-25		161,900
No. Carolina		8										Yes	99,600
No. Dakota		8					•-19D						22,000
Ohio	•-5A	8	•-E	•-14	•-17	•	•				•-25		148,000
Oklahoma		6			•-17D		•-D	•-D	•-21D			Yes	79,600
Oregon		7			•-17	•	•-19	•-D					77,900
Pennsylvania		8					•-D	•-20D					168,900
Rhode Island	•-5B	•		•-15	•-17	•	•-19C		•-23				7,900
So. Carolina		•-9					•-D						37,400
So. Dakota		•					•						19,700
Tennessee		•					•-D	•-D	•-22D				119,100
Texas		•					•-D	•-20D	•-21D				274,300
Utah	•-4B	•-32	•-33	•-16	•-17	•	•-19C		•-24	•-34	•-26	Yes	79,400
Vermont	•-5A	8		•-11	•-17C	•-C	•-19C						13,300
Virginia		8											76,300
Washington	•-4A	8			•-17	•	•-19	•		30	•-26	Yes	102,200
W. Virginia		7											57,200
Wisconsin		8									•-28	Yes	88,100
Wyoming		8											21,000
U.S. TOTAL													4,124,000

• Requirement in Law

1. Except street-registered OHMs. Identification sticker required to transport competition OHM.
2. Unless supervised.
3. Under age 18.
4. Except street-registered OHMs or OHMs in races.
5. Except street-registered OHMs.
6. Except OHMs in races.
7. At owner's option.
8. Not issued for OHMs.
9. Required only if lien exists.
10. Ages 12-15 unless supervised.
11. 12 unless supervised.
12. 14 unless supervised.
13. 16 unless supervised or 12 with OHV safety certificate.
14. 16 unless supervised. Minimum 12 in state OHV areas.
15. Minimum 12/16 unless supervised in state OHV areas.
16. 8 yrs., between 8 and 15 must be in possession of a safety certificate.
17. Night operation only.
18. Specific performance requirements.
19. Decibel sound limit specified.
20. Approved by U.S. Forest Service.
21. Approved helmet.
22. Helmet and eye protection.
23. 16 sq. in. reflective material each side of OHM and approved helmet in OHV areas.
24. Approved helmet in competitive events or if under 18.
25. Registration and other fees.
26. Fees and gasoline tax allocation.
27. Registration and other fees. Gas tax refund for off-highway use.
28. Special appropriations.
29. Approved helmet if under 15.
30. Safety education & info program available.
31. Helmet and eye protection if under 18.
32. For 1986 model year or newer.
33. Unless in possession of safety certificate.
34. Unless operator's license possessed.
35. 16 unless supervised; 10 with safety certificate.
36. Ages 10-15 unless supervised.

A By Motor Vehicle Registration Agency.
B By Recreation Management Agency.
C Except in authorized competitive events.
D Administrative regulation, applies only in state OHV areas.
E Applies only in state OHV areas.

OHM SOUND LEVEL LIMITS	TEST PROCEDURES
CA Manufactured before 1973 92 dBA; 73-74 88 dBA; 75 and after 86 dBA.	a
CO Manufactured 1971-72 86 dBA; 73 and after 84 dBA; different local limits also permitted.	a
DE Manufactured 1978 and after 88 dBA or EPA limit.	b
ID 92 dBA.	c
MD Manufactured after 5/76 86 dBA; 79 and after 84 dBA.	a
MA 103 dBA.	d
ME Must meet Federal EPA Standards.	
MI Manufactured before 1973 90 dBA; 73-74 88 dBA, 75 and after 86 dBA or EPA limits.	a
NH Manufactured 1973-74 88 dBA; 75 and after 86 dBA.	
NY Must meet Federal EPA Standards.	
ND 86 dBA.	a
OR In use, Model year 1975 and before 102 dBA, 75 and after 99 dBA. Certification: 1977-82 models 81 dBA; 83-87 78 dBA; 87 and after 75 dBA. Racing: 105 dBA.	d,a,d
RI Manufactured after 5/72 82 dBA; after 5/74 73 dBA.	a
UT 92 dBA.	b
VT 82 dBA.	e
WA 86 dBA or 105 dBA.	a,d

TEST PROCEDURE

a Acceleration test 50 feet incorporating SAE J331a or similar test method
b Passby test 50 feet
c Passby test 20 feet
d Stationary test 20 inches
e Measured at 50 feet. Test procedure not prescribed.

Although the chart represents information from the most authoritative sources available as of the date shown above, the Motorcycle Industry Council is not responsible for accuracy or completeness.

Source: Motorcycle Industry Council, Inc., Costa Mesa, California

The Motorcycle Owner

NUMBER OF OWNERS AND RIDERS, OWNER'S SEX, MARITAL STATUS, AGE, EDUCATION

It is estimated that the 7.6 million motorcycles, scooters and ATVs in use were owned by 5.9 million owners in 1986. Based on 1985 consumer research, these vehicles were operated by 8.9 million riders in households owning these vehicles and another 30 million riders in households not owning these vehicles in 1985.

1985 consumer research indicates that 91% of the owners were male and 9% were female, and one half were married. The average owner age was 28 in 1985 compared to 24 in 1980.

High school was the highest level of education attended by about half (53%) of the owners, and almost two fifths (37%) had achieved some college or post graduate education in 1985.

MOTORCYCLE OWNER PROFILE: NUMBER OF OWNERS AND RIDERS, SEX, MARITAL STATUS, AGE, EDUCATION

5,850,000 Estimated Motorcycle, Scooter, and ATV Owners in 1986
8,850,000 Estimated Riders in 1985 in Households Owning These Vehicles*
30,000,000 Estimated Riders in 1985 in Households Not Owning These Vehicles*

*1986 estimates not available

Sex	% of Total Owners '85	% of Total Owners '80
Male	91.3%	92.1%
Female	8.7%	7.9%

Marital Status	% of Total Owners '85	% of Total Owners '80
Single	47.7%	51.7%
Married	50.2%	44.3%
Not Stated	2.1%	4.0%

Age	% of Total Owners '85	% of Total Owners '80
Under 18	16.6%	24.6%
18-24	20.2%	24.3%
25-29	18.6%	14.2%
30-34	13.6%	10.2%
35-39	8.7%	8.8%
40-49	12.5%	9.4%
50 and Over	7.9%	5.7%
Not Stated	1.9%	2.8%
Median Age	27.7 yrs.	24.0 yrs.
Mean Age	29.7 yrs.	26.9 yrs.

Highest Level of Education	% of Total Owners '85	% of Total Owners '80
Grade School	8.6%	13.5%
Some High School	16.0%	18.9%
High School Graduate	36.5%	34.6%
Some College	20.4%	17.6%
College Graduate	12.0%	9.2%
Post Graduate	4.8%	3.1%
Not Stated	1.7%	3.1%

Note: The owner is defined as the primary rider, and the rider is the operator, not the passenger of the vehicle.

Source: 1980 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, April 1981.

1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February 1986.

OWNER OCCUPATION, INCOME, RIDING EXPERIENCE AND MOTORCYCLE OWNERSHIP

Of the owners employed in 1985, 22% were laborers or semi-skilled laborers, another 18% held professional or technical positions, and another 15% were mechanics or craftsmen.

In 1985 about 29% of all owners were students, compared with 27% in 1980.

Of the owners indicating their household income for the prior year, the average income for 1984 was $25,900 compared to $17,500 for 1979.

The average motorcycle owner has been regularly riding for eight years and has owned three motorcycles.

OWNER PROFILE: OCCUPATION, INCOME, RIDING EXPERIENCE, MOTORCYCLE OWNERSHIP

Occupation of Owner	% of Total Owners*	
	'85	'80
Laborer/Semi-Skilled	22.2%	20.7%
Professional/Technical	18.3%	18.8%
Mechanic/Craftsman	14.7%	23.3%
Manager/Proprietor	9.1%	8.6%
Clerical/Sales	8.1%	9.3%
Service Worker	6.4%	7.1%
Farmer/Farm Laborer	6.4%	4.6%
Military	1.6%	1.9%
Other	4.6%	0.0%
Not Stated	8.6%	5.7%

*Based on owners employed.

Household Income for Prior Year	% of Total Owners	
	'85	'80
Under $10,000	10.6%	9.1%
$10,000-$14,999	9.0%	13.0%
$15,000-$19,999	11.2%	13.9%
$20,000-$24,999	8.5%	12.9%
$25,000-$34,999	17.8%	12.5%
$35,000-$49,999	13.9%	5.9%
$50,000 and Over	6.8%	2.4%
Don't Know	22.2%	30.3%
Median	$25,900	$17,500

Years Regularly Riding Motorcycles**	% of Total Owners	
	'85	'80
1-2	13.9%	21.1%
3-5	22.3%	27.6%
6-10	28.3%	29.8%
Over 10	34.5%	18.6%
Not Stated	1.0%	2.9%
Median (yrs.)	8.0	6.0

**Scooters and ATVs not included.

Total Motorcycles** Ever Owned	% of Total Owners	
	'85	'80
1	22.4%	25.6%
2	20.1%	21.4%
3-4	26.8%	26.5%
5-9	18.5%	16.0%
10 or More	11.0%	7.6%
Not Stated	1.2%	2.9%
Median (cycles)	3.0	3.0

Note: The owner is defined as the primary rider.

Source: 1980 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, April 1981.
1985 Survey of Motorcycle Ownership and Usage, conducted for the Motorcycle Industry Council by Burke Marketing Research, Inc., Cincinnati, Ohio, February, 1986.

OTHER NATIONAL MOTORCYCLE ORGANIZATIONS

AMERICAN MOTORCYCLIST ASSOCIATION

P.O. Box 6114
33 Collegeview Road
Westerville, Ohio 43081-6114
(614) 891-2425
Membership Information 1-800-AMA-JOIN
1-800-AMA-4567 (Ohio only)

The American Motorcyclist Association, founded in 1924, is a voluntary membership organization for individuals who own and ride motorcycles. With a membership of over 140,000, the AMA has approximately 1,000 chartered clubs throughout the nation. The AMA sanctions over 4,000 amateur and professional events per year for the off-road and road riding enthusiast. The AMA also sponsors programs and contests to encourage involvement by motorcyclists in charitable work and community service. The AMA works with various government agencies and private organizations to promote and protect the interest of the American motorcyclist.

MOTORCYCLE SAFETY FOUNDATION

National Headquarters
3151 Airway Avenue
Building K-200
Costa Mesa, California 92626
(714) 241-9922

The Motorcycle Safety Foundation (MSF) was organized in 1973 to promote the safe use of motorcycles on the nation's public streets and highways. The MSF cooperates with the National Highway Traffic Safety Administration, state governments and other safety organizations to develop programs and materials to upgrade motorcycle operator education, and motorcycle testing and licensing procedures. Over 4,000 MSF Certified Instructors teach rider education at 650 permanent sites. Locations are available by calling 1-800-447-4700. The MSF has developed numerous publications, research studies and films on cycle safety and maintains contact with the media to increase motorcycle safety awareness.

SPECIALTY VEHICLE INSTITUTE OF AMERICA

3151 Airway Avenue
Building K-107
Costa Mesa, California 92626
(714) 241-9256

The Specialty Vehicle Institute of America was formed in 1983 to foster and promote safe and responsible use of specialty vehicles manufactured or distributed in the United States. The SVIA has developed and implemented a national ATV rider safety training program and offers an extensive array of safety publications to promote the responsible growth of the ATV market. Information on the ATV Rider Course and other SVIA safety programs is available by calling 1-800-447-4700.

AMERICAN ALL-TERRAIN VEHICLE ASSOCIATION

P.O. Box 6121
Westerville, Ohio 43081-6121
(614) 891-3290

MOTORCYCLE DEALERS ASSOCIATIONS

NATIONAL MOTORCYCLE RETAILERS ASSN.
1441 Que Street, N.W.
Washington, D.C. 20009
(202) 328-1540

INDEPENDENT MOTORCYCLE RETAILERS OF AMERICA
5116 N. Cicero Avenue
Suite 303
Chicago, IL 60630
(312) 282-7106

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Tucson, AZ 85711
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Little Rock, AR 72201
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3972 North Waterman, Suite 103
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P.O. Box 1240
Crowley, LA 70527
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Maine Motorcycle Dealers Assn.
c/o Street Cycles, Inc.
405 Route 1
Falmouth, ME 04105
(207) 781-4763

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Baltimore, MD 21215
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While this information is thought to be the most accurate available at the date of publication, the Motorcycle Industry Council assumes no responsibility for accuracy or completeness.

Additions and corrections are solicited for future publications.

Index

Accessories sales ... 25, 26

Accidents, traffic ... 38

Aftermarket:
- Dealer sales ... 25, 26
- Dollar volume ... 25
- Retail outlets ... 24, 25, 26

Age:
- Motorcycle, average ... 18
- Owner ... 42

American Motorcyclist Association 44

Brand market share ... 17

Commuting ... 33

Dealers:
- Employee payroll ... 24
- Employees, number of ... 24, 26
- Retail outlets ... 24
- Retail sales ... 11, 12, 25, 26
- Years in business ... 26
- State associations ... 44, 45

Economic value:
- Aftermarket sales ... 25
- Dealer sales ... 25
- Imports ... 13, 14
- Industry by state ... 11
- Off-highway industry by state ... 29
- Retail sales ... 11, 12
- Wholesale sales ... 13, 15

Education:
- Owner's level of ... 42
- Rider training programs ... 34, 35

Engine displacement:
- Fuel economy ... 33
- Imports ... 14
- Population, motorcycle ... 6, 7
- Wholesale sales ... 15

Equipment requirements, state 39, 40

Fatalities, traffic ... 38

Fuel Economy ... 33

Imports ... 13, 14

Income, owner household ... 43

Licensing procedures & programs, state ... 36, 37

Manufacturers & distributors 20, 21, 22

Mileage:
- Average ... 32
- Model type ... 30, 31, 32
- On & off-highway ... 30, 31, 32
- Total motorcycle ... 30, 31
- Miles per gallon ... 33

Model type:
- Fuel economy ... 33
- Mileage ... 30, 31, 32
- Population, motorcycle ... 6, 7, 8
- Retail sales ... 12
- Usage on & off-highway ... 28
- Wholesale sales ... 15

Motorcycle Industry Council:
- Programs & publications ... 2
- Membership ... 3

Motorcycle Safety Foundation ... 34, 35, 36, 37, 38, 44

Mopeds (motorized bicycles):
- Imports ... 14

Occupation, owner's ... 43

Operability rate ... 18

Ownership:
- Owners, characteristics of ... 42, 43
- Owners, number of ... 42
- Previous ownership ... 43

Parts sales ... 25, 26

Penetration, motorcycle ... 8, 29

Population, motorcycle:
- Engine displacement ... 6, 7
- Model type ... 6, 7, 8
- Off-highway ... 28, 29
- Penetration ... 8, 29
- Region ... 8
- State ... 8, 29
- Year sold ... 6

Production, U.S. ... 13

Public land ... 29

Region, population by ... 8

Registrations:
- Brand market share ... 17
- New registrations ... 13, 16, 17
- Total registrations ... 9, 10

Retail outlets ... 24, 25, 26

Retail sales:
- Dealer ... 25, 26
- New motorcycles ... 11, 12, 25, 26, 29
- Parts & accessories ... 25, 26
- Service ... 25, 26
- Used motorcycles ... 25, 26

Scrappage/retired rate ... 18

Servicing, dealer sales ... 25, 26

Sex of owner ... 42

Specialty Vehicle Institute of America ... 44

State:
- Accidents & fatalities ... 38
- Equipment requirements ... 39, 40
- Economic value of industry ... 11, 29
- Licensing ... 36, 37
- Motorcycle penetration ... 8, 29
- Motorcycle population ... 8, 29
- Public land ... 29
- Registrations ... 10, 16
- Retail outlets ... 24
- Retail sales ... 11, 27, 29
- Usage on & off-highway ... 28, 29
- Wholesale sales ... 15
- Off-highway motorcycle requirements ... 40

Usage:
- Mileage ... 30, 31, 32
- Model type ... 28, 30, 31, 32
- On & off-highway ... 28-33
- Operability rate ... 18
- Scrappage rate ... 18
- Seasonal ... 32
- Weekend ... 32

Wholesale sales ... 13, 15

Published by

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